

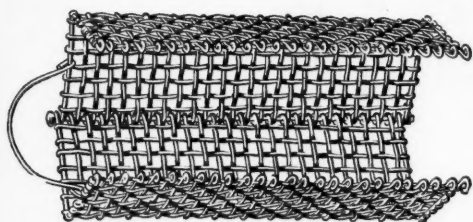
THE NATIONAL PROVISIONER

CHICAGO AND NEW YORK

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The Perfection Two Pin Sausage Mold

Square Loaf Sausage—Molded in a Two Pin Perfection Sausage Mold

will save you money in your sausage-making. Consider its simple use.

Get complete information by writing today to

Sausage Mold Corporation, Inc.

918 East Main St.

Louisville, Ky.

Established 1857

Rohe & Brother

Pork and Beef Packers and Lard Refiners

Curers of the Celebrated
"REGAL" Ham, Breakfast
Bacon and Shoulder.

Manufacturers of the
Famous Brand "PURITY" Lard.

Goods for Export and Home
Trade in any Desired Package.

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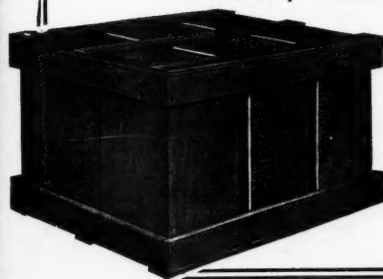
527 West 36th Street

PACKING HOUSES:

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THE MODERN BOXES

Nabco, Veneer, Wire-bound Boxes for Strength—Security



Save in Freight Save in Handling
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Send us your specifications now and
we will prove to you how to save from
25 to 40% in traffic charges.

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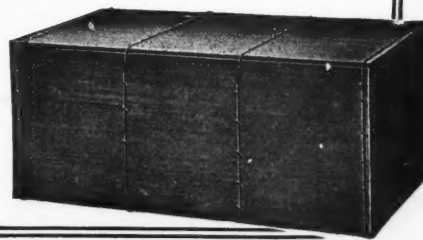
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Plants:
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"NIAGARA BRAND"

Genuine Double Refined Saltpetre (Nitrate of Potash)

and

Double Refined Nitrate of Soda

BOTH COMPLYING WITH ALL THE REQUIREMENTS OF THE B. A. I.

MANUFACTURED BY
Established 1840

BATTELLE & RENWICK

80 MAIDEN LANE
NEW YORK

Bacon for Slicing Must Be Cured Specially

See directions
for it on page 26

Brecht

You can rely on the name Brecht which has set a standard of value for over 70 years.

The name Brecht on any piece of equipment for butchers or packers is your guarantee of honest merchandise economically priced and backed up with service which has won international confidence.

Let us cooperate with you in your needs and requirements. It will be a pleasure to serve you. Write today.

Branch Offices:

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THE BRECHT COMPANY

Established 1853

12th and Cass Ave.
Saint Louis, Mo.

"We keep faith with those we serve"

Two Autocar books that cover the whole field of truck transportation

The Merchandise Hauling Book

A 104-page book containing—

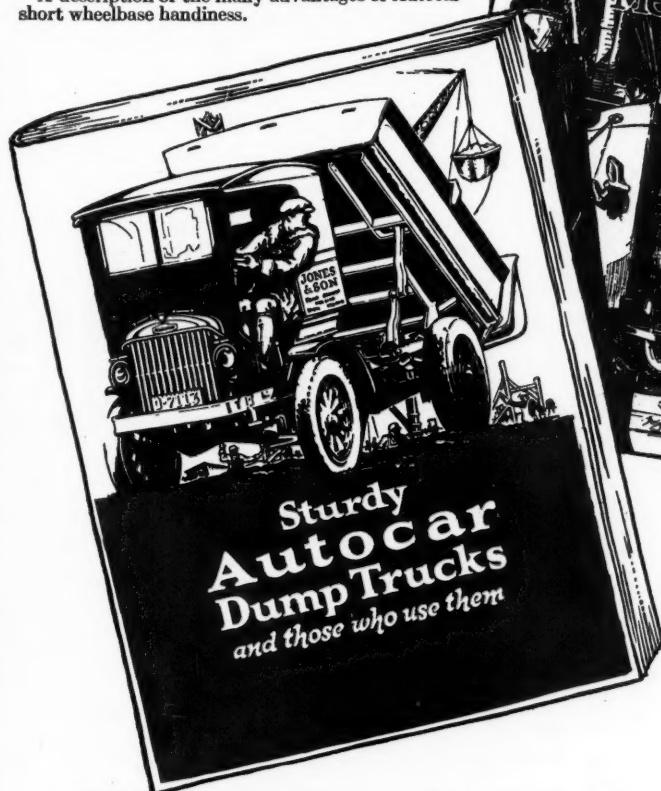
The names and addresses of many thousands of Autocar owners—exclusive of dump truck users.

Many interesting pictures of Autocar trucks at work for various lines of business.

Specifications and descriptions of all models of Autocar gas trucks and Autocar electric trucks.

A tabulation of owners who have been Autocar users for five, ten and fifteen years.

A description of the many advantages of Autocar short wheelbase handiness.



The Dump Truck Book

A 60-page book containing—

The names and addresses of many thousands of Autocar dump truck owners—coal dealers, road builders, excavators, contractors, building supply dealers.

Many interesting action pictures of Autocar dump trucks at work under various conditions.

Illustrations of Autocar electric dump trucks.

Pictures and description of the Autocar Type HPDS—the Contractors' 3-ton Autocar Dump Truck—made especially to withstand the hard grind of contracting work.

Every user of motor trucks will be interested in these books. A post card will bring you the one you want.

The Autocar Company

ESTABLISHED 1897

Ardmore, Pa.

Branches in 49 cities

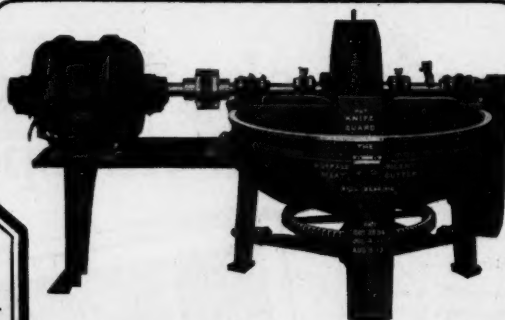
Autocar
gas and electric trucks

EITHER OR BOTH - AS YOUR WORK REQUIRES

Produce Better Sausage

The "BUFFALO" Silent Meat Cutter

not alone is a strong, powerful. Quality machine that gives a life-time of service, but it produces better sausage at lower cost. We can prove every statement we make about it.

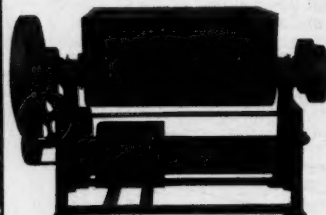


WITH THESE
"BUFFALO"
Machines

USED by the largest, most prominent packers and sausage makers in the world.



The new "BUFFALO" Grinder is revolutionizing meat grinding. It is guaranteed not to heat the bearings or meat and will work faster than any machine of its kind ever invented. Think of grinding 6,000 lbs. of meat in 57 minutes. That's a record one user made with a "BUFFALO."



The "BUFFALO" Meat Mixer

is one of the sturdiest, best constructed machines ever built. The center tilting hopper reduces power consumption 50%. The scientifically arranged paddles give the meat thorough mixing.

Write for further information, prices and list of users.

JOHN E. SMITH'S SONS CO. Patentees and manufacturers BUFFALO, N. Y., U.S.A.

"BUFFALO" SAUSAGE MAKING Machines



PORK LOIN TRUCK No. 54

Made with removable trays, placed 8" apart. All parts of the truck, except the running gear, are heavily galvanized after being fabricated. Casters are ball bearing.

A Sanitary, Durable and Smooth Running Truck

Length over all.....60"
Width over all.....35"
Height over all.....67"

Size of Wheel.....19"x 2 1/2"
Size of Caster.....7" x 2"
Weight725 lbs.

B. F. NELL & COMPANY

620 West Pershing Road

Chicago, Illinois

"Equipment and Supplies for the Meat Industry"

Increase Your Profits from CRACKLINGS

Cracklings made in the Anderson Crackling Ex-peller contain a higher percentage of ammonia and lower percentage of grease, and will therefore show a profit of approximately \$10 per ton over hydraulic-pressed cracklings. Write for complete information.

The V. D. Anderson Co.

1935 W. 96th St.,

Cleveland, Ohio

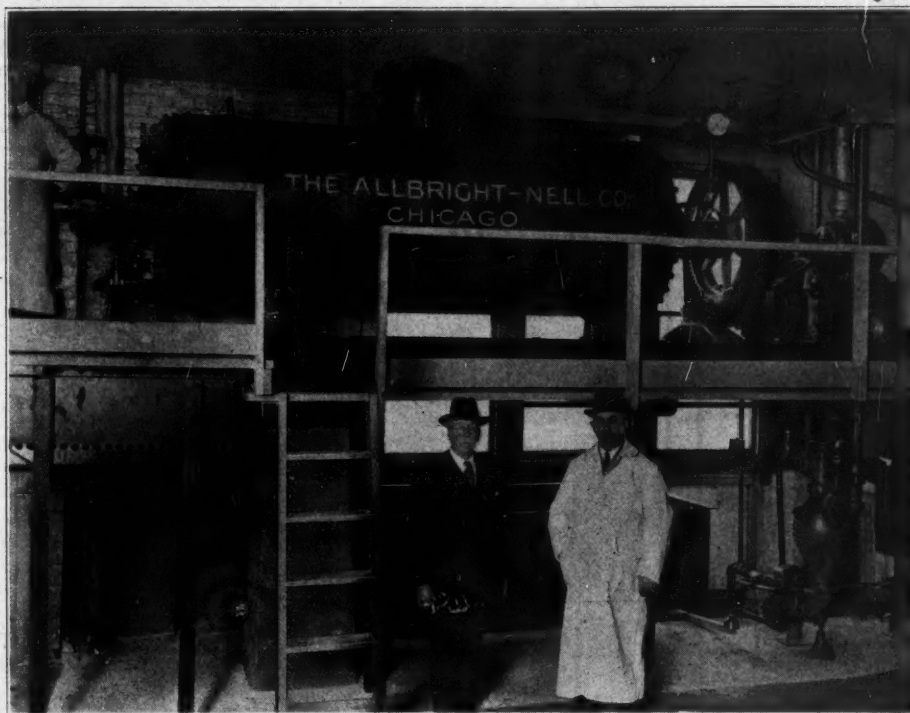


QUALITY

ANCO

SERVICE

Laabs Sanitary Rendering Process



Patent Pending

W. B. Albright

Geo. Maier

**Laabs Sanitary Rendering Unit—In Daily Operation at Plant of
Maier & Co., Chicago, Ill.**

A sensible and practical method for re-
duction of **Animal Products**.

Recovers Fats and Oils and obtains the
Proteins and Mineral Salts in a sweet
and highly salable condition.

Fats and Oils made by the Laabs Pro-

cess are not burned or injured.—Are
prime in color and flavor and bleach-
able.

Proteins and Mineral Salts are per-
fectly sterilized and can be fed to ani-
mals with highest results.

Process Patents Applied For—We will enforce our rights against all infringers.

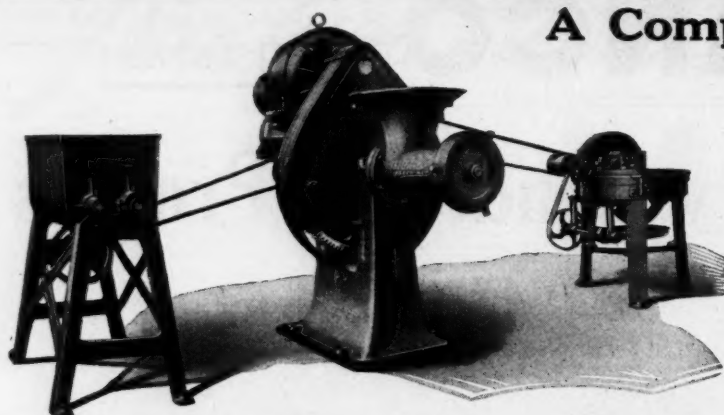
—We Guarantee Satisfaction to Users—

Sole Manufacturers and Sales Agents

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5323 So. Western Boulevard

CHICAGO, ILLINOIS



A Complete Power Plant

Hundreds of installations scattered over the country mark the economical results secured by using a KLEEN-KUT as the power unit operating a complete plant. The illustration shows a Model No. 6E-Type-B Cleveland KLEEN-KUT chopper fitted with extra pulleys for the operation of a silent cutter and meat mixer. There is a great saving in both maintenance and operation in such an installation.

THESE ADVANTAGES are procurable only with the No. 6E-Type-B and with the No. 7E-Type-K Cleveland KLEEN-KUT choppers.

HAVE YOU HEARD ABOUT THAT WONDERFUL NEW No. 7E-Type-K CHOPPER?

The Cleveland Kleen-Kut Mfg. Co.
CLEVELAND, OHIO, U. S. A.

"Red Hot" Meat Brander

*Saves heat
time
trouble*

in branding your skin meats



No. 18 for
Inspection
Legend Work

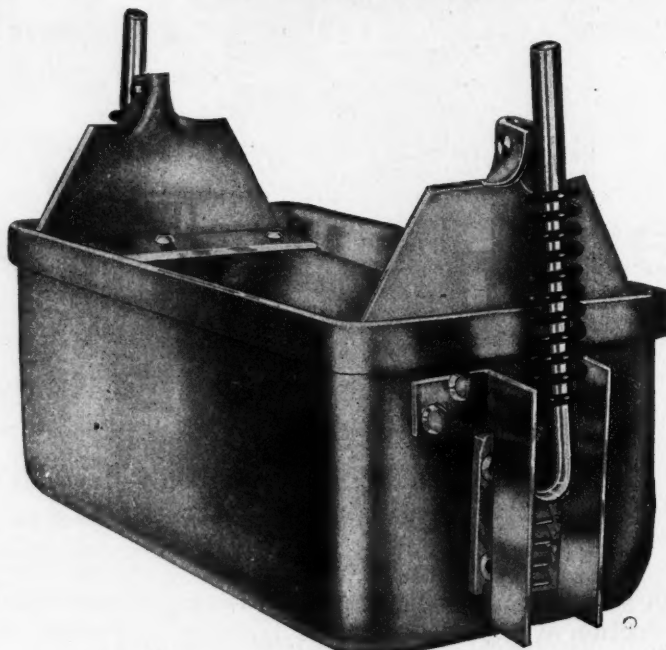
*This new type of electric
brander does the work bet-
ter and with less bother
than anything you have
used before.*

Give it a trial!

Geo. J. Schneider Mfg. Co.
2533 Hillger Ave.
Detroit, Mich.

Jordan Square Ham Retainers

Improved Spring Type



Patent Applied For

This retainer has been on the market for several years, and one of its best recommendations are the imitators that have recently come on the market.

This retainer is seamless, making it easy to clean. The spring arrangement keeps ham under pressure while cooking.

Hundreds of Satisfied Users. Write for our special price and offer.

Beware of imitators of the Jordan Square Ham Retainers.

Manufacturers of a full line of Packing House Machinery and Equipment.

The Packers Machinery and Equipment Co.

1400 W. 47th St., Chicago, Ill.

THE NEW "BOSS" RENDERING IS THE MOST PRACTICAL AND PROFITABLE

HARDING'S CONTINUOUS DRY RENDERING SYSTEM

Patents Pending

Operated the "BOSS" Way with "BOSS" Equipment, does away with obnoxious odors and saves time, labor and steam.

See it in operation; also with "BOSS" PRIME SYSTEM (Patent Pending) and you will recognize its great benefits.



Myrick D. Harding

We carefully study the trade's demands.

Note what a few users say about this new way of rendering.

It is somewhat different, but more profitable than the old way, producing better results.

Let us show and convince you that it pays to be up-to-date by installing "BOSS" Equipments; they make you most money.

HUGHES-CURRY PACKING COMPANY

DRESSED MEATS AND PORK PACKERS

2000-2020 WEST EIGHTH STREET
PHONES 321-333-442

Anderson, Indiana, April 4th 1924

The Cincinnati Butcher's Supply Co.,
3907 South Halsted Street,
Chicago, Illinois.

Dear Sir: (Attention Mr. John J. Dupps Jr.)

Referring to yours of March 28th, will say that we are thoroughly satisfied with the M. D. Harding Continuous System of Dry Rendering which you installed in our plant.

With this system we produced Tallow and Grease equal to that in our Combination Rendering and Drying Tank. Since you installed your new device, and sent your operating man here to teach us to operate under your new "BOSS" Prime Method, the Tallow and Grease is light in color and the bones are thoroughly digested in three to three and one half hours.

We are sure your new Prime Cooking System will be another winner for you.

It is our intention to install more cookers as soon as our new addition is completed.

Yours very truly,

HUGHES-CURRY PACKING CO.

Per

Chas. S. Hughes

LOUISVILLE, KY. April 22nd, 1925.

The Cincinnati Butchers' Supply Co.,
Cincinnati, Ohio.

Gentlemen:

Referring to your letter of April 21st, will say, that we have been operating our new "BOSS" Dry Rendering Cooker with Prime Device, for a little over a month, and we are more than pleased with the excellent quality of Lard it produces.

Our Lard is as light in color as Steam Rendered, but sweeter. It is firmer, and smoother than regular Open Kettle. The greatest advantages are the time saved, and the greater yield produced. This outfit cannot be recommended too highly.

HENRY FISCHER PACKING CO.

-INCORPORATED-

Carl Fischer

Fischers render Lard in a 4x7 "BOSS" Cooker, 2,500 lbs. at a time, in 1½ hours. Material is run through the fat plate of "BOSS" Hasher.

A Test Run for Prime Lard consisted of sweet pickle trimmings, chilled killing and cutting fats and lard trimmings from sausage room.

The Cincinnati Butchers' Supply Co.

CHICAGO BRANCH
3907-11 S. Halsted St.

Killing
Outfits

Manufacturers
"BOSS" Machines

Sausage & Rendering
Outfits

Factory and Main Office: 1972-2008
Central Ave., CINCINNATI, OHIO



You Need This Package —

if you are seeking increased sales volume—if you seek to maintain the goodness of your sausage meat. Use this "better-looking" paper package—it protects its contents—keeps it fresh and clean. This package increases sales volume for every user. Sizes: one ounce to ten pounds. Send for samples and package suggestions.

KLEENKUP

the package
that sells its contents

Mono Service Co.
NEWARK NEW JERSEY.

HY-GLOSS

MARGARINE CARTONS

Protect the Product

HY-GLOSS Paraffining Process is unexcelled, is used by the leading Oleo Manufacturers of the country and attracts the attention of the discriminating buyer.

**NATIONAL
Carton Company**
JOLIET, ILL.

Quantity Sales with Quality Scales



Thermoseal Counter Scale

In the packing and provision houses of today, speed in handling is essential. Fast weighing of quantities of hams, bologna, loins of pork mean not only sweeter meat but decreased overhead.

Many of the larger houses depend on Chatillon Thermoseal Scales to obtain such results for them. Sturdy, reliable, accurate, fast—these Chatillon Thermoseal Scales handle immense quantities of work, and by the increased efficiency reduce operating costs considerably.

An automatic thermostatic device corrects the scale for variations due to heat or cold, so that the true weight is always recorded.

Use Thermoseal Scales in your Cooler—your Packing, Assorting or Grading Rooms. The most efficient Scales for the entire Meat Industry. Satisfactory results guaranteed.

Write for full information and prices.

JOHN CHATILLON & SONS

Established 1835

Manufacturers of Scales and Butchers' Supplies.

85-99 Cliff St., New York City, N. Y.



The UNITED STATES CAN Co. CINCINNATI

Manufacturers of
Lithographed Lard
Pails, Cans and Sheet
Iron Lard Drums

Our customers are
our best advertise-
ment

We originate and
design labels that will
sell your goods

Write us for complete information

Reduce your delivery costs

by using durable, sanitary

Wagon and Truck Baskets

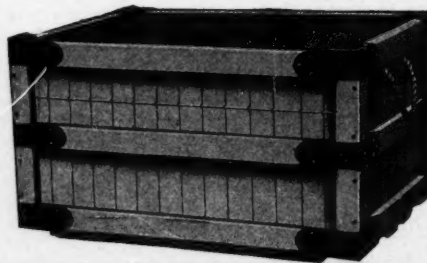
Easily cleaned and good
for hundreds of trips.

Write for prices

ANDERSON BOX & BASKET CO.

Incorporated

Henderson, Ky.



Packing House Chemists

CHEMICAL & ENGINEERING CO - Manhattan Building - CHICAGO, ILL.

An Exhaustive Investigation of Great Interest to Every Packer

One of Canada's largest and most progressive Packing houses was in the market for the **BEST RENDERING SYSTEM**, for their new plant in Winnipeg, and their Toronto plant.

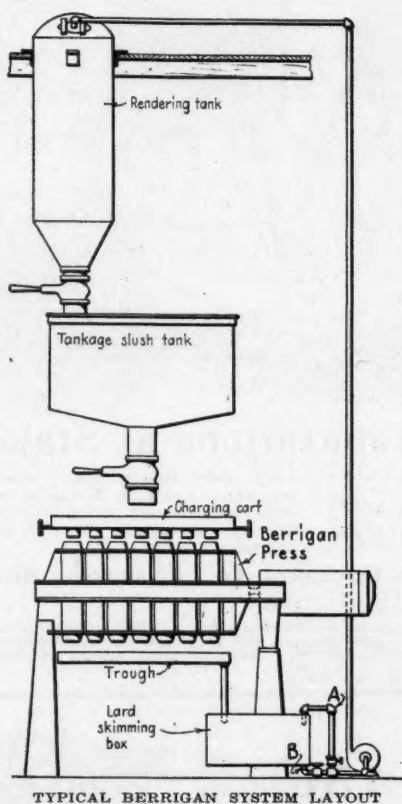
They sent a representative to the States to make a thorough investigation of every rendering method.

Upon this report, they immediately placed their order for **BERRIGAN PRESSES**, having decided that the **BERRIGAN WET RENDERING SYSTEM** is **SUPERIOR** to all others.

The Berrigan combined hydraulic and filter press is the only press of this type in the world. Every detail is broadly covered by *9 U. S. patents granted*, and others pending.

What would it mean to you to be able to save from \$15,000 to \$35,000 a year? You can do it, if you use The Berrigan Press.

We are now manufacturing our presses in Canada.



TYPICAL BERRIGAN SYSTEM LAYOUT

Write for full information

J. J. Berrigan & Son

Sole Manufacturers

7464 Greenview Ave.

Chicago, Illinois



*Use the scale
packinghouses prefer*

LOOK at any Fairbanks Scale—a portable, for instance. Every detail reflects quality—**QUALITY** at low price. Is it surprising that the sales of Fairbanks portables—always greater—are steadily advancing at a record rate?

Only this overwhelming preference—and the resulting large volume production—has made it possible to build to the highest quality standard a 500-pound scale that can be sold for only \$16.15 f.o.b. factory.

Note the *refinements* of this scale—the easy-reading poise, the arrow-tip beam, and the rust-proof vital parts. These evidences of advanced design will be your *final* reason for standardizing on the Fairbanks.

There is a complete line of time tested Fairbanks Scales for practically every weighing need—scales of proved accuracy that will protect your profits and speed up your weighing.

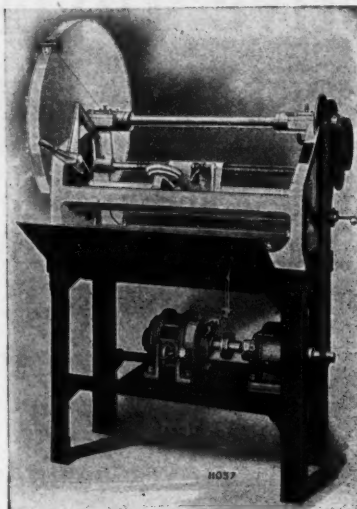
Ask your dealer, or write for complete information.

Fairbanks Scales

NEW YORK CHICAGO
Broome and Lafayette Sts. 900 S. Wabash Avenue
And forty other principal cities in the United States.

ES1

"We know of no slicer on the market as Efficient as the Link-Belt Machine"



Motor driven machine mounted on combination machine table and motor stand.

THE Batchelder & Snyder Co., Boston, Mass., is one of scores of satisfied users of the Link-Belt Combination Beef Chipper and Bacon Slicer. They write:

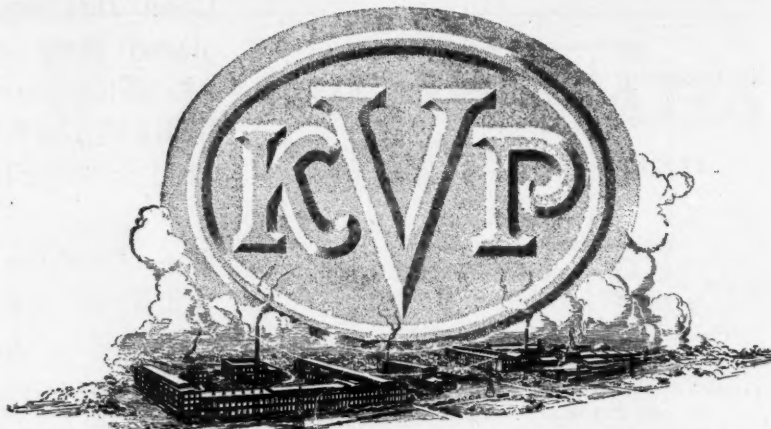
"We have had two Link-Belt machines in constant use for years, and we have nothing but the highest praise for them. We know of no slicer on the market as efficient as the Link-Belt machine."

Similar testimony comes from practically all the leading packers, because the Link-Belt machine is unequalled for speed, accuracy, convenience, and durability. Write for full particulars.

2000

LINK-BELT COMPANY
300 W. Pershing Road, Chicago

Offices in Principal Cities



There Are Reputations at Stake

Your product may be the best that exacting production can produce. But if it reaches the ultimate consumer in just the least bit inferior condition there is dissatisfaction. Your reputation as a manufacturer is at stake.

Guard against this emergency. Protect your product with K. V. P. Genuine Vegetable Parchment and Waxed Wrappers. They make the package. Write for samples today.

Kalamazoo Vegetable Parchment Co., Kalamazoo, Mich.



Chop more at less cost with "Enterprise" No. 156

An efficient belt-driven chopper with a capacity per hour of 2,000 lbs. Equipped with extra heavy pulleys, 20x3 1/4", running 300 r.p.m. with 5 to 7 h.p.

No gears. Pulleys are placed directly on socket shaft.

"Enterprise" No. 156 runs smoothly and silently. It will save time and labor for you. It will produce more cut meat than a corresponding size of geared

chopper.

Distance from ring to floor is 26 1/2 in. Carriers can be run under chopper.

Four sets of the famous "Enterprise" knives and plates furnished with each chopper (including knife and plate for fat).

Ask for chopper catalog. There's a size and style for every need, hand, steam, or electric, in the "Enterprise" line.

THE ENTERPRISE MFG. CO., OF PA.,
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No. 3



Scrupulously Clean — Sturdily Made Lithographed, Coated or Plain Tin



WHEELING manufacture is attended by painstaking care and constant supervision over every fabricating process from start to finish.

Such cans as these are worthy containers for your product. They are the surest guarantee of satisfied sales for jobber and retailer. They stand up to their job from your plant to the consumer's kitchen.

Put your needs up to Wheeling.

WHEELING CAN COMPANY
WHEELING, W. VA.

Wheeling

REX BRAND
The King of Nitrates

Double Refined Nitrate of Soda
Prompt Shipment

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Complies with
B. A. I. Requirements Write for Prices
Immediate Deliveries

**CORK
INSULATION**

There is a good reason why experienced engineers, architects, and owners have been favoring us with their business and why they specify "Crescent" (100% pure) Corkboard.

Write for complete information.

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**Saves
Labor
Trimming
Shrinkage**

**Smoke Your Meats in Stockinets and Get Uniformity, Sanitation,
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**To get large sales, your Mr. Quality should have the assistance
of Mr. Stockinet appearance.**

**Numerous Packers Throughout the Country Are
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For Further Particulars Write or Phone
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KAESLIN BROTHERS
 Designers and Manufacturers of
**Packing House Equipment
and Overhead Track Systems**

**Killing Floor Equipment
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Smoke and Steam Houses
Cages and Trolleys
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The "UNITED" Improved Sausage Mold



Identify your product by using the improved patent clasp lettered mold. Branded products always sell best. "United" lettered molds are practical, inexpensive and effective.

Mold furnished with or without letters.

Mold is electrically welded at every intersection of wire. Construction is superior to any other on market. Ingenious clasp eliminates use of pin for fastening mold closed. Not necessary to tie sausage to mold. Bars welded across bottom hold sausage securely during smoking process.

If your jobber cannot supply you write us direct.

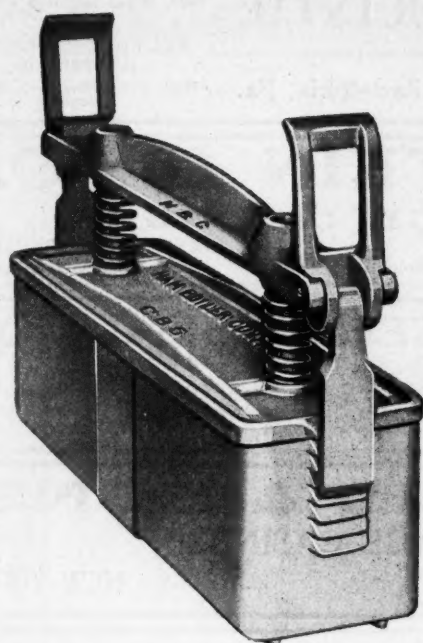
United Steel & Wire Co.
 Battle Creek, Mich. Atchison, Kans.



The "UNITED" product uniform size sausage. Increased sales and profits are results from branded meat put up in this form.

America's Largest Packers are now using our
Special Packer's Pepper
Perfected After Five Years' Experiments
 Write for full information
THE WOOLSON SPICE COMPANY
 Toledo, Ohio

"Spices Ground Up to a Certain Standard and Not Down to a Certain Price"



Our Latest Achievement in Corn Beef Cooking

The CB-5 for Corned Beef Splits
Capacity 15 pounds

Constructed of cast aluminum, with the **yielding spring pressure**. Equipped with a new patented eccentric ratchet affording greater leverage.

Produces a superior product heretofore unequalled in flavor and appearance. Reduces shrinkage considerably over other methods, thus paying for itself in a short while.

Product



The Improved Adelmann Foot Press

For the convenience of those using a large number of our boilers daily, we have designed this foot press.

Will give the proper pressure, insuring uniform hams, and improves their appearance greatly.

Saves labor. Increases production.

Of simple but durable construction, easily operated, made to stand hard usage.

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Tel. Rhineland 4817
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**SAUSAGE CASINGS AND
SUPPLIES**
513 Hudson St., NEW YORK, N. Y.

M. ETTLINGER & CO., Inc.

Importers, Exporters and Cleaners of Sausage Casings. A large
stock of all kinds of casings constantly on hand
Established 1903 12 COENTIES SLIP, NEW YORK

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**Direct Importers of Russian, Persian, Chinese Sheep
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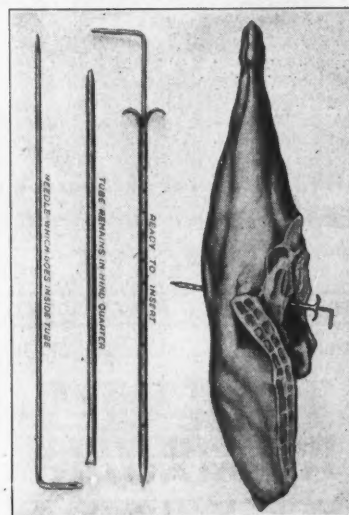
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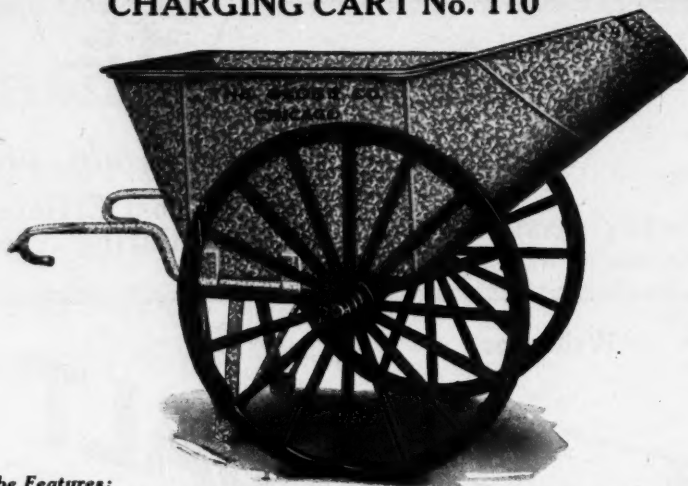
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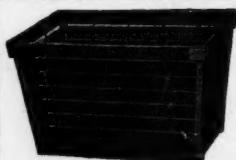
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if a packer ask for Catalogue F.
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A Guide for the Buyer will be found on pages 60 and 61

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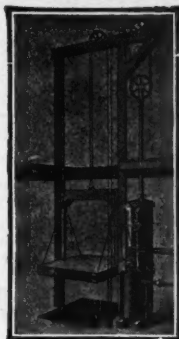
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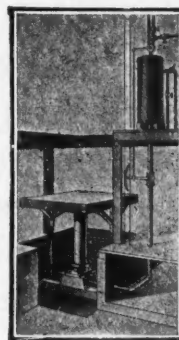
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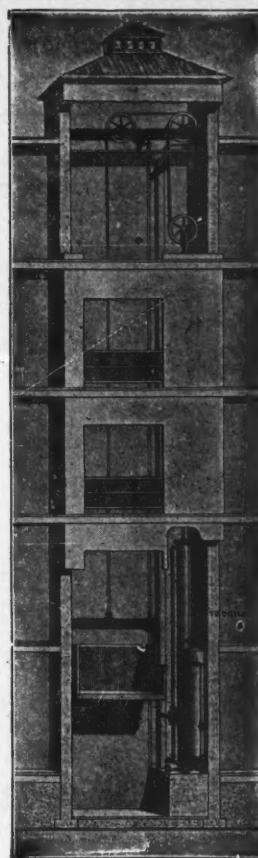
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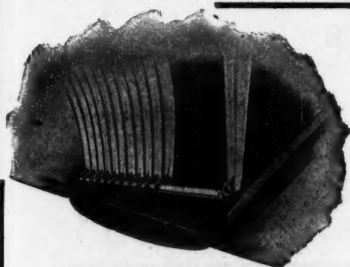
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Chicago and New York, May 30, 1925.

No. 22

Figuring Costs in Making Sausage

Sausage Maker Must Keep Close Watch of All Expenses to Know How His Business Is Coming Out

Are you in business to make money, Mr. Sausage Maker?

If so, you want to know not only how to make money, but HOW TO MAKE THE MOST MONEY.

There is only one way to do this, and that is to improve your methods—to find if you have any leaks, where they are, and how to stop them up.

The sausage manufacturer has been handicapped by heavy expenses which have continued to pile up on him during recent years—increased costs of material, labor and overhead.

Many men in the sausage business don't know where they stand, except at the end of a given period, when they show on the right side—and often on the wrong side—of the ledger.

Must Figure It All Carefully.

But sausage manufacturers are figuring more and more on what their labor costs them, what their overhead is, whether they are buying their meats to the best advantage, and whether they are getting the maximum out of their plants.

Pork trimmings are costing a lot of money and beef, though much cheaper, is selling at a fair price from the standpoint of the sausage-maker.

The sausage foreman, of course, has his formulas. He knows what he needs in the way of ingredients, and how much finished product he plans to make up.

Costs in Making Sausage.

The next thing is to find out what these materials cost in the sausage room. If there is special trimming or other handling given the meats, this must be added to the original cost.

Three heavy items of expense enter into sausage making.

The first of these is the cost of the ingredients. The second is the casings or containers. And the third is the labor used in the process of manufacture. To these items of expense must be added the factory overhead and general expenses.

A great deal of loss can be suffered in the sausage factory by overlooking the important item of shrinkage. In this item must be included not only actual shrinkage, but all loss through breakage, through sausage taken from the factory by employees, and meat waste of any kind.

Must Watch Green Weights.

Because of the importance of this, there should be a careful check kept

of the green weight of sausage against the actual amount sold.

If a sausage-maker does not figure all of his costs accurately, he does not know what his output stands him. And then he is not sure that he is getting the right price for it.

Perhaps he will say, "How can I get the right price? I must sell at the market. If I don't, someone making equally as good sausage will undersell me and take my business away."

That may be true. You may be getting the top of the market, and yet not getting the return you should have. You won't know what this return should be unless you know exactly what your costs are.

Are You Getting the Money?

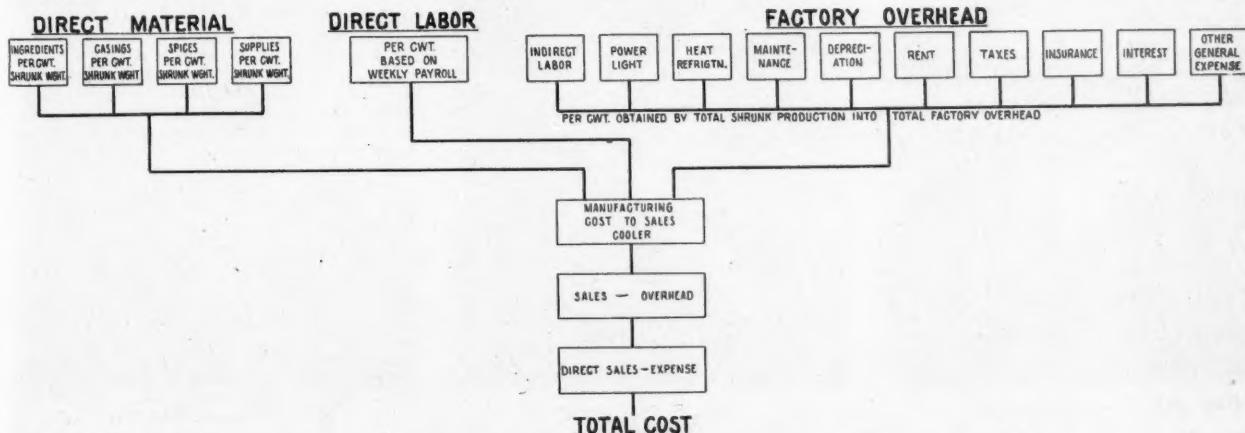
Maybe the price you are getting is making the right return to you. Maybe it is making you the most money possible.

Or maybe it could make you a good deal more! Perhaps your factory is not managed to get the most out of it.

Anyway, you want to know.

You can't know unless you keep track of everything.

Possibly meats are being wasted, or



allowed to spoil. Sometimes foremen have been known to let a batch of meat get gassy, and then try to cover up their carelessness by mixing this in with a lot of other meat—and getting poor results from the whole lot.

Sometimes the greatest results are not being secured from the men employed in the sausage room. Sometimes too much cheap help is being employed.

Often one good man is worth more to you in the way of salary than two or three cheap men, who do not know how to handle product right and give the highest return on their labor.

There is only one way to know just where you are, and that is to work out a "Sausage Test Card" on each batch of sausage you make up.

Work Out Sausage Tests.

Here is a sample test for a batch of 150 lbs. of meat for frankfurts.

Sausage Test Card

Frankfurts Stuffed in Wide Sheep Casings.

| Ingredients | Weight Lbs. | Price per lb. | Cost | Credit |
|-----------------------------|----------------|------------------|-------|--------|
| Regular beef | 40 | _____ | _____ | _____ |
| Regular pork trimmings..... | 40 | _____ | _____ | _____ |
| Beef cheek meat..... | 40 | _____ | _____ | _____ |
| Tripe | 30 | _____ | _____ | _____ |
| Total..... | 150 | _____ | _____ | _____ |

CREDITS:

(Credit must be given each batch for any meat not stuffed.)

Meat not stuffed:

Chopped weight ... 10

Green weight..... 7

Net ingredients..... 143

NET COST OF INGREDIENTS.....

| | |
|--|----------|
| Green weight (when all meats are used)..... | 150 lbs. |
| Stuffed weight | 216 lbs. |
| Cool finished weight..... | 185 lbs. |
| Selling shrink (weighing, breakage, claims, etc., 5%)..... | 9 lbs. |
| Net sold weight..... | 176 lbs. |
| Sold yield from green..... | 81% |
| Standard yield | 125% |

COSTS PER CWT.:

| | |
|---------------------------------|-------|
| Ingredients | _____ |
| Casings | _____ |
| Spices | _____ |
| Supplies | _____ |
| Labor | _____ |
| Overhead | _____ |
| TOTAL MANUFACTURING COST..... | _____ |
| Selling and administration..... | _____ |
| Cost to sell..... | _____ |
| Selling price | _____ |

Prices O. K. _____ Figured by _____ Sales Price O. K. _____

The same test card will work out for any kind of sausage. Just change the meat and casings items as necessary for the particular sausage that is being made.

The test is especially adaptable to the small sausage-maker, and can be worked out easily by anyone who is used to doing any figuring at all.

Suited to Any Plant.

If the sausage factory is a part of the packing house, it must show a profit just as well as if operated as an independent business. The same general expense items will therefore apply in all small or medium-sized sausage kitchens.

Try this test card out and see where you stand, Mr. Sausage Maker. You may be surprised.

Be sure you are making as much money as you might at the current market prices. If you are not, this test will help you to find out why.

The test and explanations for working it out are given here.

Figuring Sausage Costs

How the Sausage Maker Can Use Form to Best Advantage

[INTRODUCTORY NOTE.—The following has been written with the small sausage maker in view, in that it does not presuppose departmentization of the business. Packers who have separate sausage departments will interpret this article properly. If they will look at it from the standpoint of the sausage department only, figuring their sausage department to be on the same basis as is the entire business of the smaller sausage maker.]

1. **Form.**—A form is here presented which has been used successfully for many years in the figuring of sausage costs. Its use is well illustrated in the example submitted herewith.

2. **Formula.**—It is advisable whenever possible to have a formula in the hands of the sausage foreman, calling for a standard block, mixer or chopper, or whatever the unit may be, of any given sausage. This formula can be changed whenever the markets or changing requirements of trade make it necessary.

The captions on the test card, reproduction of which is shown herewith, will now be taken up in order as listed.

3. **Ingredients.**—The various ingredients in the particular sausage should be listed under the caption "Ingredients," together with the weight used, and priced at the cost of these ingredients in the sausage room. If these ingredients are re-trimmed or in any way rehandled before reaching the sausage room, the expense thereby incurred must be added to the cost of the ingredients.

The debit column on the test card is for the purpose of extending the value of the ingredients entering the sausage. The credit column is for the purpose of recording credits to be allowed for material charged in, but not used in the test under consideration. A typical example of a credit is illustrated in recording 10 lbs. of meat not stuffed. The total credits subtracted from the total debits give the net ingredient cost of this batch of sausage.

4. **Green Weight.**—Green weight is obtained by adding weights of ingredients less weight of credits, reduced back as nearly as possible to green weight.

5. **Stuffed Weight.**—Stuffed weight is actual stuffed weight with tare allowance for trucks and sticks.

6. **Finished Weight.**—Finished weight is the actual net weight of product obtained shortly after the sausage is finished and pretty well cooled.

The Way to Make Tests.

7. **Shrinkage.**—In most establishments, however, this finished weight is not realized in final sales, on account of loss through breakage, weighing in small drafts, natural shrinkage, pilferage and returns.

It is therefore necessary to make actual tests as to the amounts of the various kinds of sausage which are actually billed out on a given test, which must be followed right through from the beginning. At times it may take two or three days before the entire batch of sausage is sold, but these tests, if once made properly, do not have to be very frequently repeated, and it is certainly advisable that each packer make tests of this kind.

It will be found that, depending upon the kind of sausage and the method of marketing, from 2 to 6% of the finished weight is lost in the actual billing to customers. It is therefore necessary to make a certain percentage deduction from the finished weight shown on the test card to arrive at the amount of sausage actually sold. The deduction necessary should be made in the caption entitled "Shrink."

(Continued on page 27.)

Education Helps Packing Plant Employes

By G. L. Noble

[EDITOR'S NOTE.—This paper was read at a recent meeting of the Operating Section of the Institute of American Meat Packers. Mr. Noble, who has had many years experience in the packing plant, and who is an instructor in the Institute of Meat Packing, knows what he is talking about.]

Away back in the days prior to the Spanish-American War a young engineer in the employ of Swift & Company began speculating on the possibilities of types of refrigeration, other than the direct expansion method which was then in general use.

This ambitious young man made a large number of tests with the refrigerating apparatus and studied every source of information available. Among his studies were copies of old English patents which outlined processes of refrigeration consisting of the dipping of metal disks into a trough of brine and rotating them.

Cooling with Circulating Brine.

The mechanical difficulties of such a system were such that our young engineer conceived the idea of keeping a sheet wet by supplying it with cold circulating brine. After trying this system out the benefits were thoroughly demonstrated and he applied for a patent and it was granted to him in 1898. The benefits of this new system were that it cooled the air more quickly and thoroughly; it took a certain amount of moisture out of the air instead of saturating the air with moisture, leaving enough moisture but not too much, to chill the meats thoroughly and give them the proper bloom.

The new method was found to be especially effective in chilling beef. Then, too, it was sanitary because the air was washed.

The young investigator found the amount of shrinkage under his new patented system was less than the shrinkage with the direct expansion system and that the temperatures were reduced in one-half of the time required by the old

method. The result of the new ideas promulgated by this young man, which later led to the adoption of brine sprays in their many different forms, has resulted in the actual saving of millions of dollars to the packing industry.

The gentleman who accomplished this is none other than H. C. Gardner, formerly of Swift & Company and now of the firm of Gardner and Lindberg.

Preventing Pickle Waste.

A little more than a dozen years ago in one of the Armour plants, there was em-

ployed a young man who worked out at the chemical laboratory, later devoting himself entirely to the operating end of the sweet pickle and allied departments. One of the first things this young man observed was that thousands of gallons of used pickle were being poured into the sewers at the end of each pickling period.

He speculated on the possibilities, first, whether the used pickle contained sufficient ingredients to make its saving worth while, and, second, whether it could be used again with satisfactory results. A large number of samples of used pickle were analyzed and they were found to contain large quantities of sugar, nitrate of soda, and, of course, salt.

The next step was to endeavor to heat

First to Win Institute Scholarships

One more promising senior high school student from Arkansas City, Kans., is to have the opportunity to study problems and operations of the packing industry in the four-year residence course offered by the Institute of Meat Packing at the University of Chicago, as a result of the establishment of a second Keefe-Le Sturgeon scholarship.

This new scholarship was established by Arthur E. Le Sturgeon, vice-president of the Keefe-Le Sturgeon Packing Company and of Henneberry and Company, and a member of the Arkansas City Board of Education. Its terms are similar in all respects to those of the first scholarship, which was established by R. T. Keefe, president of the two companies, and Mr. Le Sturgeon.

Both scholarships have a value of \$1,030. They provide full tuition for the four-year course and guarantee that the recipients will be given summer work in the Henneberry & Company plant.

The new scholarship was announced when it was found that two outstanding students of the Arkansas City high school had tied for the honor of receiving the original scholarship in an examination held last week. Clark Matthews and Ed-

ward Coyle were the two successful boys, and a third, George McMichael, was chosen as alternate.

All three of the boys ranked high during their high school career in scholarship and other school activities. Coyle played on the football team for four years, being captain in his senior year, and made the basketball team for three years. McMichael played football for three years, stood fourth in his class in scholarship, and was editor of a school publication. Matthews was prominent in many non-athletic activities, as were both of the other boys.

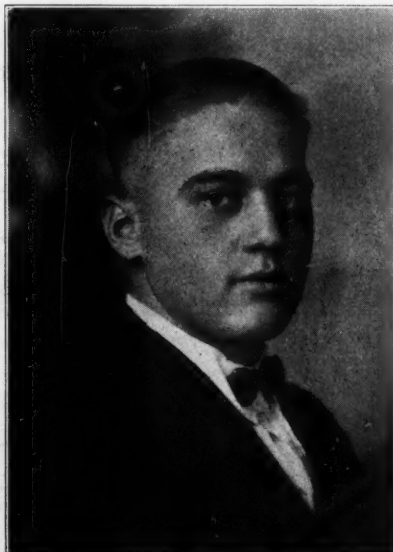
Both Coyle and Matthews have helped to pay their high school expenses by outside work after school.

Although none of the boys has ever worked in the packing industry, they all stated in their application blanks that they were eager to receive a scholarship, because they believe the industry holds the proper possibilities for advancement.

The two winners will enroll next fall as regular students in the Institute of Meat Packing, after spending the summer at work in the Henneberry plant.



CLARK MATTHEWS



EDWARD COYLE



GEORGE McMICHAEL

WINNERS OF THE KEEFE-LE STURGEON SCHOLARSHIPS IN THE INSTITUTE OF MEAT PACKING.

or pasteurize the used pickle, thus making it desirable for further use. After pasteurizing and filtering the used pickle and adding sufficient sugar, nitrate of soda, and salt to bring it up to normal strength, trials were made in a practical way by curing various cuts of meat with the reclaimed and rebuilt pickle formula.

After considerable lengthy experimentation it was found that this system was practical, that it gave very good results, and that the saving amounted to somewhere between twenty-five and thirty thousand dollars annually in the Chicago plant alone, with a possible saving of sixty thousand dollars in the plants on the circuit.

Value of Technical Training.

This is but one instance of how technical training helped this gentleman, W. D. Derby, who for many years was connected

with the General Superintendent's office of Armour and Company, to make huge savings for his company.

Among other things, he worked out some of the bacteriological needs of the curing cellars; determined the critical internal temperature required for the proper cooking of boiled hams, and developed many new ideas in the handling of smoke houses in order to obtain the proper curing and color effect by means of using the right fuel and regulating the temperature.

Another example of what has been accomplished in efficient operation because of technical training is the manufacture of edible gelatine from bones, instead of allowing this valuable material to be prepared only as glue. This work, as developed and enlarged under the leadership of Arthur Lowenstein, is exceedingly interesting.

As you probably all know, the cook of the bone when preparing gelatine is exceedingly light. Hard bone is ground or cut into proper size and dissolved in a weak solution of hydrochloric acid, with the result that osseine, which contains the gelatine material, is obtained.

Then, after clarifying and filtering, and evaporating, instead of the operations of chilling, cutting, splitting and drying, these four steps are eliminated by means of a large drying wheel, the invention of Dr. A. Schweizer, which in five minutes dries the product and carries out the process of manufacture which formerly required from 24 to 48 hours. In other words, the product goes direct from the filter to the barrel ready for shipment.

There are many other advantages to this new method which I shall not take time to mention here, but it merely goes to illustrate what can be done.

Technical Training Not Necessarily College.

I have mentioned only a very few of a large number of important changes that have come about in packing house practice and operation because someone who was connected with the operating end of the business had some technical training and imagination and initiative. To have technical training does not mean necessarily that one must have spent a certain number of years at a college or university, it may mean only a series of courses at some night school, along with the necessary laboratory or similar practical supplementary experience.

In order that technical training be of value to the one who has it, he must be able to grasp practical situations, to see the goal of the operation which he is studying, and to apply his technical knowledge in endeavoring to find a shorter, cheaper, or better route to that goal.

Technical Training Like Field Glass.

Technical training is like a field glass—it enables its owner to see farther than the man who does not possess it. I have (Continued on page 40.)

Prizes Offered for Packinghouse Ideas

Packinghouse men who are planning to enter ideas in the 1925 prize contest which is being held by the Institute of American Meat Packers under the guidance of the Department of Packinghouse Practice and Research are reminded that July 15th is the "deadline."

Ideas received after that time will not be eligible for the prizes, which total \$750.

More than fifty ideas have been received so far, and it is expected that the month and a half which remains will bring in a flood of entries.

Ideas of practical value in the operating side of the packing business may be entered in the competition. First and second prizes of \$500 and \$250 will be awarded by the Institute, and a special prize of \$100 is offered by THE NATIONAL PROVISIONER for the best presented idea.

The 1924 contest brought in a great variety of ideas ranging from lard-filling and hog-splitting machines to suggestions for improving personnel morale.

Several of these prize-winning ideas have been described and illustrated in THE NATIONAL PROVISIONER, the latest being the description of Howard Wilson's gut hasher, in the issue of May 23. Other descriptions will follow from week to week.

Names of the prize winners will be announced at the Institute Convention, which will be held in Chicago, October 16 to 21. The contest closes on July 15th so that the judges may have an opportunity to give the ideas close attention and decide upon their merit.

All entries should be addressed to the Department of Packinghouse Practice and Research, Institute of American Meat Packers, 509 South Wabash Avenue, Chicago.

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Chicago and New York

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Meat Packers

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Constructive, Not Destructive

Announcement by the Federal Trade
Commission that its function is correc-
tive and not punitive shows that at
last this governmental agency has a
fairer conception of the purpose for
which it was created.

In future no public announcement is
to be made of the issuance of a com-
plaint. A business will not be im-
mediately placed under public sus-
picion, as has been the case in the past.
It will have opportunity to defend the
practice or practices in question, and
then both the complaint and defense
will be given to the public at one and
the same time.

This will enable the public to form a
fair judgment, rather than to be guided
by an accusation which heretofore has
often carried with it a presumption of
guilt.

The commission has recognized the
fact that news of suggested misdeeds
travels faster than news that the sup-
posed wrongs were not found present
on investigation. Many hear of the ac-
cusation, but few hear of the acquittal.
Here is where grave injustice is done.

The Federal Trade Commission can
be of almost immeasurable service to
industry if its work is constructive.
Heretofore its position has been that of
a prosecuting attorney seeking out mis-
deeds, and attempting to punish both
real and fancied ones. It has been at
times a tool in the hands of politicians
and radicals, rather than an institution
with a thorough understanding of the
economics of public relationships and
their proper adaptation.

The membership of the commission,
though political, should be nonpartisan.
Only in this way can it be of funda-
mental service to business. Close co-
operation between it and the Depart-
ment of Commerce would do much to
give its members a better understand-
ing of commercial practices.

Rightly conducted, the commission
could be an industrial guide rather than
an agency of punishment always stand-
ing over the business man with a big
stick in its hand.

The statement attributed to President

Coolidge that business needs a vacation
from governmental interference is only
too true. It looks as though a portion
at least of this vacation is going to be
accorded to business by the Federal
Trade Commission.

Why There May Be More Hogs

One of the reasons why hog runs can
be expected to increase this fall is found
in a demonstration made by a Missouri
hog raiser in cooperation with the state
agricultural college.

This man fed 65 hogs for 55 days and
made a profit of \$549, the hogs being sold
at 11 cents per pound. They were run on
good pasture and fed corn and tankage.
The corn fed was priced at \$1.10 a bushel
and the tankage at \$3.50 per hundred-
weight.

The average price of hogs on the Chi-
cago market during the first four months
of 1925 was \$11.90. This is 90 cents a
hundred more than the hogs in the ex-
periment brought, and yet the 11-cent
hogs made a handsome profit for their
feeder.

All hog raisers are not making this
much money, because they do not oper-
ate on an economical basis. But with
reasonable conservation of production
costs hogs have brought a very satisfac-
tory return this year.

In the light of this demonstration, it is
not likely that many farmers will narrow
their production or go out of the business
of hog raising.

A Boost for Lard

The action of the British Ministry of
Health, in requiring all lard imported
into the United Kingdom after June 1 to
pass inspection provided by the new food
laws, is likely to have an influence on
both the lard and white grease outlet
abroad.

American lard already meets the re-
quirements of the British Government,
and the new food law will not affect its
entry.

This is not true of Dutch lard, in the
manufacture of which choice white grease
is used.

This lard from Holland has been one
of the depressing influences on the gen-
uine product, but it has furnished a good
outlet for white grease. Its exclusion
from the British market should have a
favorable influence on the pure lard mar-
ket, but it may be reflected adversely in
the foreign demand for choice white
grease.

PRACTICAL POINTS FOR THE TRADE

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Bacon for Slicing

A Southwestern packer wants information on the shrinkage in bacon bellies for slicing. He says:

Editor The National Provisioner:

Should bacon bellies intended for sliced bacon be skinned before or after smoking? Will appreciate your advising what your records show regarding above-mentioned subject.

Do your tests show less shrinkage if skinned before smoking or after smoking?

Also is there any advantage in flavor by smoking after bellies are skinned?

Regarding the preparation of bellies for sliced bacon, a great deal depends upon the average and quality of bacon it is desired to slice.

If the inquirer wants to cure bellies especially for slicing, the skin should be lifted down to the brisket before curing.

The next best practice would be to remove the skin by hand with a straight knife after the bellies have been cured and smoked.

A skilled knife man should be able to remove the skin from the bacon in an economical manner, leaving very little if any fat attached to the rind. But unless competent help is employed on this work, considerable fat may be found on the rind.

Selecting Bellies for Slicing.

If the approximate quantity of bacon to be sold sliced is known, then the selection can be made for slicing. The only difference between this selection and the selection of the regular or fancy brands is that it is not necessary to select clear-skinned bellies for slicing purposes, as the skin is removed before slicing. Bellies having cuts or small scalps on the skin side are satisfactory for slicing.

When the limits of thickness for sliced bacon are determined, heavy bellies which have been trimmed down on account of seed, and regardless of thickness, can be skinned and fattened down to the brisket before curing.

In some territories the demand runs to a thicker bacon than in others, and some sections of the country demand a strictly high-grade fancy light belly. However, this is a matter of trade demand pure and simple.

Mould in Sliced Bacon.

It should be remembered in entering into the sliced bacon business that in the beginning many packers have experienced considerable difficulty with mould. In many cases these complaints have been due to the fact that the slicing and packing was done in a sausage room, and in some cases within a few feet of a sewer where the product was exposed to mould germs. This product is very susceptible to these germs, and such conditions afford an opportunity for the germs to work rapidly.

To overcome this, some concerns (all modern plants do this) have their sliced bacon equipment in a separate room, away from all other departments, and this room is kept immaculately clean at

all times, and practically germ-proof. In this way the number of complaints on mouldy bacon have been reduced to a minimum.

As stated, some concerns make a specialty of slicing their fancy brands of dry cured bacon, while others dispose of their second-grade in sliced bacon.

Use Dry Cure for Slicing.

It is inadvisable to slice bacon that has been cured in pickle, as there is more waste in slicing pickle cured bacon than dry cured. The latter, of course, is a firmer piece of meat.

After the bacon for slicing is removed from the smokehouse, place in smoked meat hanging room and allow the product to gradually work down from smokehouse temperature to hanging room temperature.

When the product is thoroughly dry and cool, place in freezer temperatures and freeze the product solid. It is then ready for slicing. Take only small quantities from the freezer to the slicing machine, so that there will not be an excess amount of product lying around, waiting to be sliced, and soften up in warm temperatures.

Sliced bacon should prove a highly profitable product if handled in the proper manner.

ARIZONA TO INSPECT MEAT.

According to word recently received, the state of Arizona has just passed a law requiring meat inspection. The rules and regulations covering meat inspection by the U. S. Department of Agriculture are to be the standards followed in Arizona.

Do you use this page to get your questions answered?

Dry Cured Bacon

There is always a brisk demand for fancy dry-cured bacon. It is a product that is especially well-suited for selling sliced in cartons, and appeals to the trade that demands a high grade product.

It is not difficult to make, if you know how.

Complete directions for making this fancy product have been prepared by THE NATIONAL PROVISIONER, and may be had by subscribers on sending in the following coupon, together with a 2-cent stamp:

The National Provisioner:
Old Colony Bldg., Chicago, Ill.
Please send me copy of formula and directions for "Making Fancy Dry Cured Bacon."

Name

Street

City

Enclosed find 2-cent stamp.

Trimming Beef Tongues

A packer in the middle states wants information on S. P. long cut beef tongues. He says:

Editor The National Provisioner:

Inasmuch as your market report does not specify the price on S. P. long cut beef tongues, we would request that you give us the present market price thereon.

There appears to be very little demand for long-cut beef tongues. Buyers are showing a preference for the short cut or canner trim, due to the fact that they realize there is considerable waste on the long-cut tongue where they are cut three rings on the gullet. The standard short-cut tongue is cut one ring.

There has been no great activity on beef tongues; in fact, not as much as there should be, considering the good movement on cured and frozen pork tongues.

However, for the information of the inquirer, four cars of canner trim S. P. beef tongues, big packer production, 2@3½ lb., recently sold at 18½c. House run S. P. beef tongues, 2½ lbs. up, short cut, sold at 15c per pound.

The product entering into these transactions was not old in cure. The tongues were sold at cured age, and this is always figured on the selling price.

It is said that samples have been sent from some small packers around the country into the Chicago market that were very undesirable, both in regard to trim and cure. Consequently buyers were not interested. Chicago buyers claim that 100 lbs. of long-cut S. P. beef tongues are equivalent to 72 lbs. canner trim. This instance is merely cited as a reason for the buyers' preference for the short-cut or canner trim tongues.

Baking Fresh Ham

A wholesale and retail meat dealer in the Middle West wants information on the best way to prepare meat products. He says:

Editor The National Provisioner:

Please furnish us with information as to the most profitable way to bake fresh boneless ham.

Following is the method of baking a fresh boneless ham.

Bone the ham, and remove surplus fat with the exception of about one-quarter of an inch. Roll the rind around the ham to give it the proper shape. Tie with white fish cord, the same as in baked boneless hams.

Boil the ham 25 minutes per pound at 175 degrees. Remove from water, score with knife if any shape desired, but dice shape is generally the best. Sprinkle ham with granulated sugar, about one-sixteenth of an inch thick and place in hot oven. Oven MUST be hot. Roast the ham until it is a golden brown. Baste every 5 or 10 minutes.

Remove from oven and cool as quickly as possible. Quick cooling is desirable, as there will be less shrinkage and the juices will be held in the ham, improving its flavor and binding qualities.

Money Savers

Little savings in operating or sales methods sometimes mean big money.

Such savings actually made by packers and meat manufacturers will be described under this heading.

Watch for them! Send in your own experiences for the benefit of others. "He profits most who serves best!"

SAVING BOILED HAM SHRINK.

A small packer, by altering his ham cooking temperature, using a lower temperature and longer cooking period, last year reduced his shrinkage and effected an actual cash saving of \$4,822, as compared with 1923. His hams came out with natural juices retained, and did not crumble.

Market Service Quotations

An Eastern subscriber makes the following inquiry regarding items quoted in the DAILY MARKET SERVICE. He says:

Editor The National Provisioner:

In your quotations on the hide and skin market you quote prices under the heading of country hides. Are these green fresh hides, weighed as they are taken from the steer, or salted and trimmed?

We do some butchering and I would like to keep in touch with reliable market reports.

Also quotations under cured hams for boiling, "house run." Are these such as the well-known packer brands?

Country hide quotations in the DAILY MARKET SERVICE mean salted and trimmed hides suitable for shipment to tanners.

The product quoted under S. P. Boiling Hams, both house-run and select, are the very choicest brands in regard to trim and cure that the packers produce. The only difference between the select and house-run product is the percentage of fat the hams carry.

There is a certain trade that demands what is known as the New York trim and selection, which specifies a fat limit. On orders of this kind packers are very cautious not to ship hams that carry more than 2 to 2 1/4 inches of fat, for which they demand a premium price over the regular quotations on the standard product. Other concerns are satisfied with a house-run pack.

Figuring Sausage Costs

(Continued from page 22.)

8. **Sold Weight.**—This is the weight of product after proper shrink has been deducted. It represents the net quantity marketed and is the weight used in obtaining costs per cwt. in paragraphs 11, 12, 13, 14, 15 and 16.

9. **Sold Yield from Green.**—This is obtained by dividing green weight into sold weight. It is a check upon the smoking and cooking shrink, as well as ingredients used in formula.

Comparing Tests to Check Averages.

10. **Standard Yield.**—It is very interesting to compare the yield obtained on any specific test with what might be termed the standard yield for this type of sausage, as based upon many previous tests. This will very often act as a check against error in any given test. The "Standard Yield" is inserted into this caption.

11. **Ingredients Per Cwt.**—Dividing sold weight into net ingredient cost gives the ingredient cost per cwt.

12. **Casings Per Cwt.**—This is arrived at by taking a certain number of sets,

hanks, bundles or pieces of the various kinds of casings of known cost, and following a batch of sausage on which these casings have been used right through to the final sold weight, so as to arrive at the full casing cost per cwt.

It must always be remembered that sold weight is the vital weight in the making of sausage tests.

13. **Spices Per Cwt.**—This cost is obtained by dividing total cost of spices in the formula by sold weight. It is generally uniform for all types of fresh sausage.

14. **Supplies Per Cwt.**—By supplies is meant any additional wrapping, carton or box which is indispensable to the proper marketing of the commodity; as, for example, cartons for fresh pork sausage, wrappers for boiled hams, veal loaves, etc. This cost must include also the labor of packing. The cost of the supplies used in the test, divided by the shrunk weight, will give the cost per cwt. of these direct supplies.

Method of Figuring Labor Costs.

15. **Labor Per Cwt.**—This is to be figured three ways in the sausage department on (1) heavy, (2) medium, and (3) light sausage:

Class 1 Heavy is sausage stuffed into beef bungs or bladders, and is to be the unit cost.

Class 2 Medium is sausage stuffed into rounds (except garlic), middles and hog bungs. It will carry two times the cost of heavy sausage.

Class 3 Light is sausage stuffed into hog casings, sheep casings, and garlic sausage. It will carry three times the cost of heavy sausage.

To arrive at this cost the following example is submitted:

Divide sausage production (sold weight) for week into the three classes mentioned above. Multiply "medium" tonnage by two and "light" tonnage by three. Add these figures to actual production of heavy sausage, and the total will represent the production if all goods had been "heavy."

Dividing the total sausage payroll by this figure gives us the cost per cwt. of producing the heavy sausage.

To get the cost of producing the "medium" class multiply by two, and for the "light" class multiply by three.

Handling Casings

Do you know how to handle hog and sheep casings?

It means profit to you if you do, and LOSS to you if you don't.

Complete directions for handling both hog and sheep casings, all the way from the killing floor to the storage room, have been prepared by THE NATIONAL PROVISIONER. They are invaluable to the packer who wants to handle his casings in the right way.

Either or both of these may be had by subscribers, by sending in the attached coupon, together with a 2c stamp.

The National Provisioner:

Old Colony Bldg., Chicago, Ill.

Please send me directions for handling
sheep casings,
hog

(Cross out one not wanted.)

Name

Street

City

Enclosed find 2 cent stamp.

For example:

| | | |
|-----------------------|-------------|-------------|
| Payroll for week..... | | \$800.00 |
| Production | Actual | Converted |
| Heavy | 10,000 lbs. | 10,000 lbs. |
| Medium | 15,000 lbs. | 30,000 lbs. |
| Light | 25,000 lbs. | 75,000 lbs. |

Total 50,000 lbs. 115,000 lbs.

\$800.00 divided by 115,000 lbs. gives 69.5c per cwt. as the cost of heavy product. "Medium" product will therefore cost \$1.39, and "light" \$2.08 per cwt. If these costs are multiplied by the actual production in each class the total will come very close to the actual payroll.

Plant Overhead Is Included.

16. **Factory Overhead.**—This consists of the general expense incurred by the department, namely:

a. **INDIRECT LABOR** includes all labor (including salaries and plant accounting expense) involved in the manufacturing end of the business but not directly chargeable against any one product.

b. **POWER AND LIGHT** is electric current used.

c. **HEAT AND REFRIGERATION.** Coal and refrigeration expense including engineers and firemen.

d. **MAINTENANCE.** Repair material and labor.

e. **DEPRECIATION.**

f. **RENT** (if any).

g. **TAXES.**

h. **INSURANCE.**

i. **INTEREST PAID** (if any).

j. **OTHER GENERAL EXPENSES** including all items of general expense (not properly included in captions a to j) involved in the manufacturing end of the business, but not directly chargeable against any one product.

The total sold weight production of sausage for the month or period, divided into the total general expense for the period, gives the "factory overhead" expense per cwt. to be used in the test for the succeeding period.

17. **Manufacturing Cost.**—When captions 11, 12, 13, 14, 15 and 16 shown on the test card are added together, they yield the manufacturing cost per pound.

18. **General Remarks.**—It is the general experience of all sausage manufacturers that costs are almost invariably figured too low, due to the fact that all items included in a cost should be included, but many items may at the start be overlooked.

If the greatest care is not exercised, especially when a sausage-maker begins accurate test work, he will find himself overlooking a great many items which actually belong into his costs, but which he does not put there.

It is, as mentioned above, of primary importance that a sausage manufacturer does not take credit in figuring his sausage tests and his unit-labor and overhead costs in the department with more sausage tonnage than he actually succeeds in selling. This point the Committee has found almost invariably overlooked, with the result that sausage costs in these particular plants have been fictitiously low.

Great care must be exercised, also, so that all legitimate items of overhead expense are charged to the department.

We are in the Market for

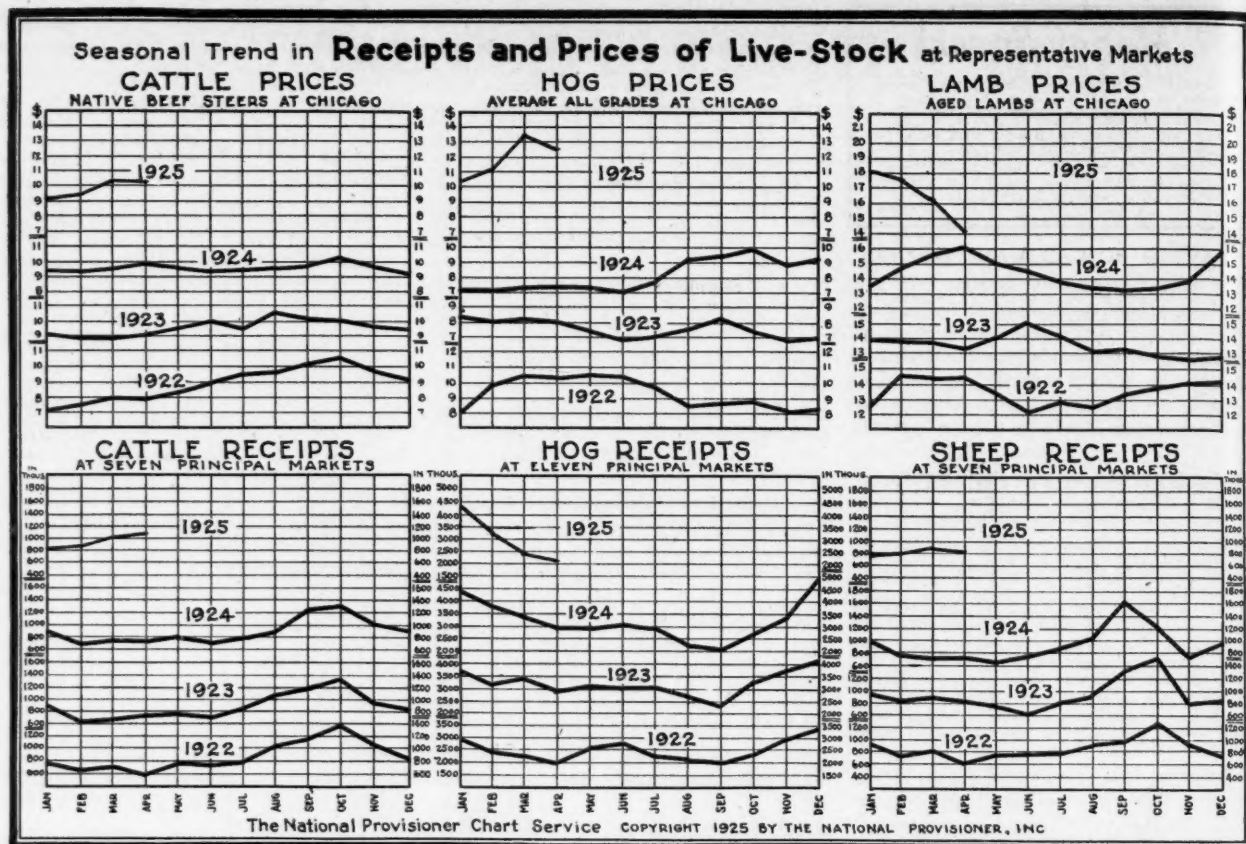
Hog Casings Beef Middles
Hog Bungs Beef Bladders
Selected Rounds Beef Bungs
Sheep Casings Beef Weasands

Submit your offerings by wire
or letter for spot or future
shipment.

ROY L. NEELY

605 Webster Bldg. Chicago, Ill.

Cable Address "ROLESNELY"



This chart in THE NATIONAL PROVISIONER MARKET SERVICE series shows trends of livestock prices and receipts for the first four months of 1925, with comparisons for the three years previous.

The general prediction has been for some time that there was a shortage in the cattle supply, but so far this year it has not developed. Average cattle prices have held well, even showing a slight upward trend through the year so far. This improvement in price has been experienced in the face of increased receipts of this class of livestock.

Hog prices increased steadily from the first of the year to their peak in March, since which time they have shown some decline. The price trend is somewhat comparable to that of 1922, but shows no relation to the trends of 1924 and 1923.

Hog receipts have shown a seasonal downward trend, comparable to those of the three years previous. The marketings have been somewhat erratic, but more hogs have come to the primary markets than were expected by those who predicted a shortage in the hog population. In view of the satisfactory returns hogs have made for farmers throughout the present year, it is not unlikely that there will be a decline in the "grass widows" marketed in June and July, these sows being held for the production of late fall litters.

Lamb prices took a sharp tumble from the beginning of the year, when prices were high. The increased receipts may have had some influence on this, but it is probable that the very evident intention of the public to buy food products as cheaply as possible has been a stronger influence. When lamb prices were high other meats were substituted, and the product soon sought lower levels.

CURRENT LARD STATISTICS.

Lard produced, consumed and stocks on hand, included both domestic consumption and exports for January, February, March and April, 1925, with comparisons, are reported as follows:

| LARD PRODUCED, CONSUMED AND STOCKS ON HAND | | | |
|--|---------------|-------------|-------------|
| (A) (1) PRODUCED | | | |
| | 1925 | 1924 | 1923 |
| | Pounds | Pounds | Pounds |
| January | 194,189,000 | 227,689,000 | 188,348,000 |
| February | 161,607,000 | 188,348,000 | 177,002,000 |
| March | 115,016,000 | 177,002,000 | 170,096,000 |
| April | 111,359,000 | 170,096,000 | 170,096,000 |
| Total | 582,261,000 | 763,765,000 | 763,765,000 |
| (B) (2) CONSUMED | | | |
| | 1925 | 1924 | 1923 |
| | Pounds | Pounds | Pounds |
| January | 80,545,775 | 126,153,858 | 102,396,223 |
| February | 61,475,724 | 102,396,223 | 102,396,223 |
| March | 64,250,355 | 102,396,223 | 102,396,223 |
| April | Not available | 75,348,120 | 75,348,120 |
| Total | Not available | 416,853,205 | 416,853,205 |
| (C) DOMESTIC | | | |
| | 1925 | 1924 | 1923 |
| | Pounds | Pounds | Pounds |
| January | 61,988,225 | 86,745,142 | 71,471,777 |
| February | 60,998,276 | 71,471,777 | 71,471,777 |
| March | 52,510,645 | 71,471,777 | 71,471,777 |
| April | Not available | 75,152,880 | 75,152,880 |
| Total | Not available | 293,904,795 | 293,904,795 |

TOTAL

| | | |
|----------|-------------|-------------|
| January | 142,534,000 | 222,899,000 |
| February | 122,474,000 | 173,868,000 |
| March | 116,761,000 | 160,490,000 |
| April | 109,793,000 | 153,501,000 |
| Total | 491,562,000 | 710,758,000 |

(D) STOCKS HELD END OF MONTH

| | | |
|-------------------------|-------------|-------------|
| On hand beginning year. | 61,049,000 | 49,340,000 |
| January | 112,704,000 | 54,130,000 |
| February | 151,927,000 | 68,610,000 |
| March | 151,182,000 | 85,722,000 |
| April | 151,748,000 | 102,317,000 |

(A) Includes entire production, both neutral and other edible by federal inspected plants and also production, both neutral and other edible, by plants not federally inspected, except a few small ones, but does not include production on farms.

(B) Includes both neutral and other edible lard.

(C) Apparent consumption.

(D) Includes stock held in cold storage plants and packing house plants only.

(1) Source:—Bureau of Agricultural Economics, Dept. of Agriculture.

(2) Source:—Bureau of Foreign and Domestic Commerce, Dept. of Commerce.

LARD AND GREASE EXPORTS.

Exports of lard from New York, May 1 to May 20, were 28,302,623 lbs., tallow, 20,400 lbs.; greases, 4,290,600 lbs.; stearine, none.

BRITISH PROVISION LETTER.

(Special Letter to The National Provisioner.)

Liverpool, England, May 16, 1925.—In the bacon market this week, Irish, Danish, and Canadian are all very firm on limited offerings and a fair demand. This firmness has been accentuated to-day by the news of the outbreak of a transport workers' strike at Copenhagen. Irish is scarce, Canadian only sparingly offered, and Danish well sold up.

A firm tone is fully maintained for American meats in sympathy with the firm long bacon market and the continued dearth of c.i.f. prices. Some advances have been made this week and the demand is of a fair character.

Hams are meeting with good attention and are firm. Shoulders, while still quiet, are steadier, but there is an improved inquiry for picnics.

Lard on spot is only moving quietly into consumption.

PROVISIONS AND LARD

WEEKLY REVIEW

All articles under this head are quoted by the barrel, except lard, which is quoted by the hundredweight in tierces, pork and beef by the barrel or tierce and hogs by the hundredweight.

Trade Moderately Active—Market Irregular—Undertone Firm—Domestic Trade Spotty—Export Demand Slow—Hog Prices Very Erratic.

The feature in the market for hog products the past week was again the erratic action in the hog market, prices running up and down as much as 25 to 50c per day, with receipts light one day and heavy the next, and the market in a very nervous state.

This feature tended to unsettle the market for hog products somewhat. But on breaks selling pressure was limited, and under scattered support and covering, the market in general maintained a rather firm undertone.

Situation Very Puzzling.

The situation, on the whole, was quite puzzling, with the packer first unable to determine killing costs, owing to the ups and downs in hogs, and next by a spotted domestic trade, and a continued limited export demand. The domestic trade in lard was quite good, but the trade in meats was spasmodic, although the freakish cold weather which overspread the country late last and early this week tended to help the meat market somewhat.

On the whole, the volume of hog receipts was small compared with last year, and the domestic trade was sufficient to take care of the run to a large extent. But the market continued to feel the disappointing foreign buying, and, while outward clearances of lard were fair, it was again contended that a large proportion of the shipments was going forward on consignment.

Commission house sentiment was mixed, as was sentiment among the trade, but on the declines there was scattered support, and the pressure on the whole was limited. This tended to help the market, as did evening up in the May delivery, but the chief topic of discussion was the disposition of the liberal available stocks, and the prospective hog run during the next month or two.

Future Course Uncertain.

In a general way, those connected closely with the packing industry are of the opinion that it will be difficult to maintain bulges between now and mid-July, when the period of a bull market in provisions usually sets in. But at the same time it was noticeable that there were few who were anticipating any sharp declines.

The cold, frosty weather over the corn belt of late, which, it is believed, caused quite a little damage to corn, and which in general set the crop back somewhat, and lifted corn for a time, helped provisions. But, as there is still sufficient time for re-planting, apprehension as to ultimate results has subsided somewhat.

The weather for the new corn crop is being watched very closely, and will possibly continue a factor for some time to come.

The average price of hogs at Chicago was down to around \$11.85, against \$12.55 a week ago, and comparing with \$7.30 a year ago. The average weight of hogs received at Chicago last week was 238 lbs. against 233 the previous week and 236 lbs. a year ago.

Hog Packing Smaller.

The packing of hogs at the leading western points for the week ending May 23 was estimated at 515,000 against 567,000 the previous week and 695,000 the same week last year.

The following table, compiled by the U. S. Department of Commerce shows the exports of pork and beef products from the United States, with comparisons:

| | April, 1925 Lbs. | 10 mos. ending April, 1925 Lbs. |
|--------------------------|---------------------|---------------------------------------|
| Pork— | | |
| Pickled | 1,708,000 | 22,912,000 |
| Beef— | | |
| Fresh | 213,000 | 2,628,000 |
| Pickled | 1,720,000 | 19,057,000 |
| Oleo Oil | 7,955,000 | 85,864,000 |
| Bacon | 10,808,000 | 187,688,000 |
| Hams and shoulders | 19,151,000 | 232,306,000 |
| Lard | 44,447,000 | 661,801,000 |
| Neutral | 1,571,000 | 177,556,000 |
| Compounds | 953,000 | 7,240,000 |
| Cotton Seed Oil | 2,167,000 | 45,306,000 |

PORK—The market was firmer with demand a little better; mess, New York, \$37.50; family, \$35.50@37.50 and fat backs \$36.50@38.50.

At Chicago mess pork was quoted at \$36.

LARD—Demand moderate to fair, but

the undertone was firm. At New York prime western quoted 16.70@16.80; middle western, 16.50@16.60; city, 16¼@16¾; refined, continent, 17¼c; South America, 18c; Brazil kegs, 19c; compound, 12¼@12½c.

At Chicago regular lard in round lots quoted at .07½ under July; loose lard, .70 under July; leaf lard sold at 1.00 under July.

BEEF—The market was dull but steady. At New York mess was quoted at \$19@20; packet, \$19@20; family, \$20@24; extra India mess, \$33@34; No. 1 canned corned beef, \$2.75; No. 2, six-pound, \$17.50, pickled tongues, \$55@65, nominal.

SEE PAGE 35 FOR LATER MARKETS.

ARGENTINE BEEF EXPORTS.

Exports of frozen beef from the Argentine for the first three months of 1925 amounted to 1,316,654 quarters against 1,034,310 quarters for the same period in 1924. Chilled beef exports from January to March, 1925, were 1,157,213 quarters, compared to 1,122,937 the same months last year according to Trade Commissioner Brice M. Mace, Jr., Buenos Aires, Argentina, in a report to the U. S. Department of Commerce.

PORK PRODUCTS EXPORTS.

Exports of pork products from principal ports of the United States during the week ending May 23, 1925, with comparisons, are reported by the U. S. Department of Commerce as follows:

| | Week ending July 1, '24 | | | |
|--|----------------------------|---------------|--------------|----------------------|
| | May 23, 1925 | May 18, 1925 | May 9, 1925 | May 16, '25* |
| | M lbs. | M lbs. | M lbs. | M lbs. |
| Hams and Shoulders, Including Wiltshires. | | | | |
| Total | 2,777 | 2,454 | 1,934 | 254,950 |
| To Belgium | 18 | 48 | 10,725 | |
| Germany | | | 676 | |
| Netherlands | | | 2,120 | |
| United Kingdom | 2,300 | 985 | 209,867 | |
| Other Europe | 803 | 33 | 4,017 | |
| Canada | 60 | 120 | 72 | 6,851 |
| Cuba | 326 | 419 | 215 | 14,237 |
| Other countries | 31 | 19 | 31 | 6,457 |
| Bacon, Including Cumberlands. | | | | |
| Total | 3,695 | 3,044 | 3,748 | 224,662 |
| To Belgium | 260 | 110 | 145 | 6,878 |
| Germany | 25 | 343 | | 23,107 |
| Netherlands | 18 | 30 | | 7,791 |
| United Kingdom | 2,063 | 1,566 | 3,502 | 125,981 |
| Other Europe | 640 | 920 | 83 | 31,333 |
| Canada | | 25 | | 2,500 |
| Cuba | 35 | | | 23,707 |
| Other countries | 24 | 3 | 8 | 3,175 |
| Lard. | | | | |
| Total | 12,929 | 13,739 | 11,781 | 709,894 |
| To Belgium | 585 | 358 | 222 | 22,159 |
| Germany | 138 | 5,104 | 1,062 | 236,302 |
| Netherlands | 1,547 | 909 | 414 | 48,137 |
| United Kingdom | 7,012 | 4,062 | 6,996 | 194,200 |
| Other Europe | 688 | 1,670 | 310 | 75,573 |
| Canada | 88 | 126 | 253 | 8,247 |
| Cuba | 1,261 | 1,167 | 1,597 | 77,336 |
| Other countries | 1,610 | 343 | 898 | 60,140 |
| Pickled Pork. | | | | |
| Total | 341 | 441 | 225 | 24,023 |
| To Belgium | | 64 | | 280 |
| Germany | | | 24 | 497 |
| Netherlands | | | | 171 |
| United Kingdom | 110 | 12 | 32 | 3,081 |
| Other Europe | | 129 | 5 | 2,314 |
| Canada | 203 | 157 | 97 | 4,957 |
| Cuba | 22 | 22 | 5 | 2,990 |
| Other countries | 6 | 47 | 62 | 9,733 |
| WEEK ENDING MAY 23, 1925. | | | | |
| | Hams and shoulders, M lbs. | Bacon, M lbs. | Lard, M lbs. | Pickled pork, M lbs. |
| Boston | | | 110 | |
| Detroit | 1,011 | 423 | 906 | 36 |
| Port Huron | 1,180 | 329 | 2,502 | 277 |
| Key West | 326 | 30 | 964 | |
| New Orleans | 31 | 0 | 1,833 | 28 |
| New York | 229 | 2,904 | 6,614 | |
| Philadelphia | | | | |

*Revised to April 30, including exports from all ports.

Daily Market Service

The DAILY MARKET SERVICE, established to furnish the trade with authentic daily information of market prices and market transactions, is the latest addition to THE NATIONAL PROVISIONER's trade service.

It includes market prices and transactions on provisions, lard, sausage meats, etc., together with daily hog market information, Board of Trade prices, etc. It covers export markets also.

It is mailed each day at the close of trading, and a handsome leather binder is furnished to subscribers for the purpose of filing the daily reports for ready and permanent reference. Subscribers also are entitled to free telegraphic service (messages collect).

Application for this service may be made to THE NATIONAL PROVISIONER, Old Colony Bldg., Chicago, Ill. The cost is \$1 per week, or \$48 per year, payable in advance.

(3087 C)



"Ed, these POWERS folks have done so much for all these other fellows—let's see if they can't tell us how to get rid of that temperature trouble that's been bothering us—"

And that was the first step toward the solution of a problem of heat control that resulted in savings of time and spoiled meats, and at the same time improved the general run of output.

Here's what we have done for others

For 33 years we have specialized in making and applying Thermostatic Control to all processes in every industry requiring an accurate temperature of AIR, GAS OR LIQUIDS.

1 One packer effected a saving of \$1300 a year on his payroll by investing \$166.60 in two Powers temperature regulators on his Hog Scalding Vat and Dehairing Machine. They enabled him to do away with one man who formerly cleaned off excess hair on the carcasses. He was also able to shorten the rail space, giving him valuable room for other purposes. The regulators also cut out the waste of steam and eliminated skin bruises.

2 The William Carter Underwear Co., of Springfield, Mass., one of the largest in America, making underwear of wool, silk, cotton and mixtures, had great difficulty in sustaining in their bleaching process the even temperature which is absolutely necessary to maintain quality. Too high temperature would so deteriorate the fabrics that in a single batch of fine quality goods a loss of \$1,000 could easily occur. To avoid this many men were constantly watching temperatures, but even then "seconds" frequently resulted, cutting seriously into profits. Powers engineers showed them how automatic heat con-

trol would remove these losses. The first installation resulted in their equipping the balance of their bleach tubs with Powers regulators.

3 For years a large Fur Dressing and Dyeing firm, C. & E. Chapel Freres & Cie, of Brooklyn, N. Y., lost an average of over \$4,000 a year in furs, because temperature in the drying room would sometimes get too high. Powers engineers analyzed the situation, put in a regulator with compressed air control of steam valves, and such losses disappeared. The regulator pays for itself six times over, every year.

4 By investing \$685 in 6 Powers Temperature Regulators, Lyon & Healy, of Chicago, have increased their profits \$13,173 annually. These regulators are used in lumber dry kilns.

Drying time has been reduced 135 days a year; coal saving amounts to \$3,942 a year; \$8,748 loss in spoiled product is eliminated; and there is a sizable saving in labor. These regulators have required no repairs in 8 years.

These are only a few of the hundreds of cases we can cite. We shall be glad to give further particulars to anyone interested.

Nowhere else can such breadth of experience in automatic heat control be found as in the Powers organization. It is real engineering experience, plus an honest desire to solve any problem presented—not by trying to adapt one regulator to fit all conditions, but to supply the machine designed for any particular condition. If one of the 50 already perfected and proved out will not accomplish what is wanted, a new one will be made that will do it.

Make a Month's Trial

Tell us where you think heat control might be a help to you, and we will give you full particulars of our Free Test Offer, together with prices. If you are not satisfied, after a trial, you will not be asked to buy.

THE POWERS REGULATOR CO.

34 years of specialization in temperature control

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| Atlanta | Charlotte, N.C. | Detroit | Los Angeles | New York | San Francisco | Seattle |
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APRIL INSPECTED SLAUGHTER.

Animals slaughtered under federal inspection during the month of April, 1925, reported by the U. S. Bureau of Agricultural Economics as follows:

| | Cattle. | Calves. | Hogs. | Sheep. |
|--------------------------|---------|---------|---------|---------|
| Baltimore | 6,570 | 2,465 | 61,650 | 1,129 |
| Brooklyn | 4,798 | 12,083 | 79,159 | 22,326 |
| Buffalo | 6,449 | 6,641 | 79,159 | 5,745 |
| Chicago | 155,463 | 84,147 | 388,442 | 241,632 |
| Cincinnati | 10,240 | 10,431 | 60,019 | 2,776 |
| Cleveland | 7,695 | 10,847 | 61,965 | 11,587 |
| Detroit | 5,792 | 7,845 | 78,680 | 4,313 |
| Fort Worth | 53,132 | 18,854 | 29,983 | 10,859 |
| Indianapolis | 14,328 | 4,092 | 77,106 | 1,382 |
| Jersey City | 5,111 | 11,070 | 56,954 | 22,145 |
| Kansas City | 85,499 | 23,069 | 144,361 | 118,356 |
| Milwaukee | 10,402 | 68,703 | 60,847 | 3,611 |
| National Stock Yards | 27,597 | 10,854 | 81,552 | 13,301 |
| New York | 30,037 | 51,864 | 72,129 | 106,696 |
| Omaha | 74,291 | 8,350 | 183,471 | 145,414 |
| Philadelphia | 8,345 | 8,970 | 75,915 | 12,318 |
| St. Louis | 12,529 | 4,393 | 117,808 | 3,519 |
| Sioux City | 34,402 | 2,532 | 154,206 | 20,252 |
| South St. Joseph | 28,466 | 7,326 | 55,705 | 95,392 |
| South St. Paul | 59,437 | 65,394 | 228,811 | 8,782 |
| All other establishments | 130,645 | 79,226 | 967,803 | 159,607 |

| | | | | | |
|-----------------|-------------|-----------|-----------|------------|------------|
| Total: | April, 1925 | 731,258 | 496,306 | 3,036,716 | 1,012,142 |
| | April, 1924 | 689,190 | 465,720 | 4,073,248 | 859,774 |
| 10 months ended | April, 1925 | 8,293,483 | 4,231,248 | 41,541,983 | 10,174,205 |
| 10 months ended | April, 1924 | 7,745,739 | 3,790,126 | 45,851,364 | 9,570,335 |

Goats slaughtered at all establishments, April, 1925, 993.

Inspections of lard at all establishments, 112,022,834 pounds; compound and other substitutes, 31,905,888 pounds. Corresponding inspections for April, 1924: Lard, 168,093,172 pounds; compound and other substitutes, 33,989,710 pounds. (These totals do not represent actual production, as the same lard or compound may have been inspected and recorded more than once in the process of manufacture.)

Carcasses condemned in March, 1925: Cattle, 7,885; calves, 1,397; hogs, 13,766; sheep, 1,173.

PRICE CURRENT YEAR BOOK.

The 76th annual year book of the Price Current-Grain Reporter is just off the press. Many important new tables have been included in its 112 pages of statistics on grain, seeds, feed, livestock, etc. The price is \$1.00 and a copy will be mailed on request to the publisher at 309 S. La Salle St., Chicago, Ill.

EXPORTS OF PROVISIONS.

Exports of provisions from the Atlantic and Gulf ports for the week ending May 23, 1925, with comparisons:

| | To | Week ended May 23, 1925 | Week ended May 24, 1924 | From Nov. 1, 1924, to May 23, 1925 |
|----------------------|-----|-------------------------|-------------------------|------------------------------------|
| United Kingdom... | ... | ... | ... | 1,871 |
| Continent | ... | ... | ... | 8,975 |
| West Indies | ... | ... | ... | 2,934 |
| B. N. A. Colonies... | ... | ... | ... | 120 |
| Total | ... | ... | ... | 709 |

| | Week ended May 23, 1925 | Week ended May 24, 1924 | From Nov. 1, 1924, to May 23, 1925 |
|----------------------|-------------------------|-------------------------|------------------------------------|
| United Kingdom... | 5,767,500 | 11,304,750 | 285,194,610 |
| Continent | 942,500 | 1,041,500 | 33,108,000 |
| St. and C. Amer. | 5,000 | ... | 120,000 |
| West Indies | ... | ... | 114,500 |
| B. N. A. Colonies... | 15,000 | ... | 83,000 |
| Other countries... | ... | ... | 577,500 |
| Total | 6,730,000 | 12,346,250 | 319,207,610 |

| | Week ended May 23, 1925 | Week ended May 24, 1924 | From Nov. 1, 1924, to May 23, 1925 |
|-------------------|-------------------------|-------------------------|------------------------------------|
| United Kingdom... | 6,360,125 | 5,680,337 | 128,233,407 |
| Continent | 2,847,900 | 3,437,630 | 221,284,517 |
| St. and C. Amer. | 262,930 | 142,000 | 2,966,222 |
| West Indies | ... | ... | 1,784,075 |
| Other countries | ... | ... | 72,632 |
| Total | 9,470,955 | 9,351,969 | 354,340,853 |

RECAPITULATION OF THE WEEK'S EXPORTS.

| | Pork. | Bacon and hams. | Lard. |
|-----------------|-----------|-----------------|------------|
| New York | 3,133,000 | 6,613,955 | ... |
| Philadelphia | ... | ... | ... |
| Montreal | 3,597,000 | 2,570,000 | ... |
| Total week | 6,730,000 | 9,470,955 | ... |
| Previous week | 370 | 10,167,000 | 14,341,020 |
| 2 weeks ago | 147 | 9,096,200 | 7,195,046 |
| Cor. week, 1925 | 709 | 12,346,250 | 9,351,969 |

Comparative summary of aggregate exports in lbs. from Nov. 1, 1924, to May 23, 1925:

| | | |
|------------|------------|-----------|
| 1924-1925. | 1923-1924. | Decrease. |
|------------|------------|-----------|

Pork, lbs. 2,760,000 5,748,400 2,988,400

Bacon & Hams, lbs. 319,207,610 507,327,675 188,120,065

Lard, lbs. 354,340,853 526,491,595 172,150,742

TALLOW, STEARINE, GREASE AND SOAP

WEEKLY REVIEW

TALLOW—The market for tallow the past week has been a rather dull and uninteresting affair, prices losing $\frac{1}{4}$ c of the recent advances, with a large turnover in extra, on a basis of $8\frac{3}{4}$ c, f.o.b. This buying by a leading consumer tended to lift the surplus from the market, resulting in lighter offerings and a firmer undertone. But buyers were not inclined to follow advances, and as a result, buyers and sellers were apart in their ideas.

Sentiment continued mixed, and it was noticeable that the edge had been taken off the bull feeling that prevailed a week or so ago. At New York special loose was quoted at $8\frac{5}{8}$ c, extra at $8\frac{3}{4}$ c, and edible at $10\frac{1}{4}$ c.

At Chicago tallow was steady with edible held at $9\frac{1}{2}$ c; city fancy active at $9\frac{3}{4}$ c; prime packer, $9\frac{1}{4}$ c; loose, No. 1 at $8\frac{3}{4}$ @ 9 c; No. 2 at $8\frac{1}{4}$ c, with 9c asked for country prime, and last sales at $8\frac{3}{4}$ c.

At the London auction on May 27th, 863 casks were offered and 819 sold, at an advance of 1s@1s 9d from the previous week; mutton quoted 46s 6d@47s; beef, 46s 6d @ 47s 9d, and good mixed at 46s 6d.

At Liverpool Australian tallow was unchanged to 3d higher for the week, fine quoted at 45s 3d and good mixed at 45s.

STEARINE—An improved demand had a firming tendency, with prices up about $\frac{1}{4}$ c from a week ago, oleo New York selling at $11\frac{1}{2}$ @ $11\frac{3}{4}$ c, and held at $11\frac{3}{4}$ c. At Chicago oleo was dull and nominal at $11\frac{1}{2}$ @ $11\frac{3}{4}$ c.

OLEO OIL—The market has been showing decidedly more strength, with a good export business to Holland, and with the cleaning up of the available surplus supplies, while the market was helped by a stronger tone in butter, which, it was said, tended to place margarine in a better position.

At New York extra sold up to 13c and was reported firm at that level; medium sold at 11c and was $11\frac{1}{2}$ c asked, while lower grades sold at $10\frac{1}{2}$ c and were 11c asked. At Chicago extra oleo was quiet at $12\frac{1}{2}$ c.

SEE PAGE 35 FOR LATER MARKETS.

LARD OIL—The market was firmer, with a fair demand, better grades showing most strength. At New York edible quoted 18 $\frac{3}{4}$ c; extra winter, 18 $\frac{1}{4}$ c; extra, 14 $\frac{3}{4}$ c; extra No. 1, 12 $\frac{3}{4}$ c; No. 1 12 $\frac{1}{2}$ c, and No. 2, 12 $\frac{1}{4}$ c.

NEATSFOOT OIL—A fair trade and a very steady tone featured this market the past week. At New York pure was quoted at 14 $\frac{1}{2}$ c; extra, 12 $\frac{3}{4}$ c; No. 1 at 12 $\frac{1}{2}$ c; and cold test, 17 $\frac{1}{4}$ @ $17\frac{1}{2}$ c.

GREASES—An easier tone developed in the grease market on the setback in tallow, with consumers interested only at concessions. As a result, buyers and sellers were apart. Demand for all grades was reported inactive, and sentiment on the whole was somewhat easier.

At New York yellow was quoted at $8\frac{3}{4}$ @ $8\frac{5}{8}$ c; choice house, $8\frac{3}{4}$ @ $8\frac{5}{8}$ c; A white, 9@ $9\frac{1}{4}$ c; B white, $8\frac{3}{4}$ @ 9 c; and choice white, 12@ $12\frac{1}{4}$ c nominal.

At Chicago choice white grease was slow at 11c; A white quoted $9\frac{1}{4}$ @ $9\frac{1}{2}$ c; B white, $8\frac{3}{4}$ @ 9 c; yellow, $8\frac{1}{2}$ c top; good house grease held at $8\frac{1}{2}$ c, brown, 8@ $8\frac{1}{4}$ c, with 8c last paid.

NOW FOR THE FISH TALES.

A. B. Pavelka, the well-known sausage-maker of Cleveland, O., has been fishing with a number of friends at the Pilley Islands.

Packinghouse By-Products

Blood.

Chicago, May 28, 1925.

The blood market is very quiet. Sales were reported at \$3.25, Chicago.

| | Unit ammonia. |
|----------------------------|---------------|
| Ground | \$3.40@3.50 |
| Crushed and unground | 3.15@3.30 |

Digester Hog Tankage Materials.

Fancy material sold at \$3.30. Higher grade, suitable for digester, sold at \$2.85 @3.00.

| | Unit ammonia. |
|------------------------------------|---------------|
| Ground, 10 to 12%, ammonia | \$3.15@3.45 |
| Unground, 11 to 13%, ammonia | 2.85@3.05 |
| Unground, 7 to 10%, ammonia | 2.65@2.75 |

Fertilizer Tankage Materials.

There is a little inquiry in this market for future shipments, but producers are not inclined to sell ahead. Prices are firm.

| | Unit ammonia. |
|---|---------------|
| High grade, ground, 10-12%, ammonia | \$2.80@2.90 |
| Lower grade, ground, 6-9%, ammonia | 2.50@2.70 |
| Medium to high grade, unground | 2.50@2.75 |
| Lower grade, unground | 2.25@2.40 |
| Hoof meal | 2.85@3.05 |
| Grinding hoofs, pigs toes, dry | 32.00@35.00 |

Bone Meals.

Offerings are rather scarce, and prices are firm to a shade higher, under a fairly good demand.

| | Per ton. |
|-----------------------|---------------|
| Raw bone meal | \$29.00@32.00 |
| Steam, ground | 23.00@25.00 |
| Steam, unground | 20.00@22.00 |

Cracklings.

There is not much material around in cracklings, and the market is quiet. Hard pressed beef quoted at 75@80c.

| | Per ton. |
|---|---------------|
| Pork, according to grease and quality | \$55.00@70.00 |
| Beef, according to grease and quality | 30.00@45.00 |

Bones, Horns and Hoofs.

This market is quiet. Hoofs are strong; \$33.00 last paid, \$35.00 asked.

| | Per ton. |
|------------------------------------|----------------|
| Horns, unassorted | \$75.00@200.00 |
| Hoofs, unassorted | 30.00@35.00 |
| Round shin bones, unassorted | 40.00@42.00 |
| Flat shin bones, unassorted | 38.00@40.00 |
| Thigh bones, unassorted | 38.00@40.00 |

(NOTE.—Foregoing prices are for mixed carloads of materials indicated above.)

Glue and Gelatin Stock.

Bones suitable for grinding, \$30.00@31.00; glue stock, \$29.00.

| | Per ton. |
|--|---------------|
| Calf stock | \$29.00@30.00 |
| Edible pig skin strips | 90.00@115.00 |
| Rejected manufacturing bones | 35.00@40.00 |
| Horn plates | 25.00@30.00 |
| Cattle jaws, skulls and knuckles | 30.00@31.00 |
| Junk and hotel kitchen bones | 25.00@26.00 |
| Sinews, pizzles and hide trimmings | 19.00@22.00 |

Animal Hair.

Offerings are very scarce in the hog-

hair market, and the market is strong.

| | |
|---|-----------------------------------|
| Coll dried, lb. | 3 @ 4 |
| Processed, lb. | 6 $\frac{1}{2}$ @ 9 $\frac{1}{4}$ |
| Dyed | 8 @ 11 |
| Cattle switches (110 to 100) each | 2 $\frac{1}{4}$ @ 4 |
| Horse tails, each | 50 @ 55 |
| Horse mane hair, green, lb. | 12 @ 13 |
| Unwashed dry horse mane hair, lb. | 9 @ 20 |
| Fuller horse tail hair, lb. | 55 @ 70 |

Pig Skin Strips.

The market is quiet, asking price for No. 1, $7\frac{1}{4}$ c, No. 2 and No. 3 edible fresh frozen mostly $5\frac{1}{2}$ c per lb. basis Chicago.

EASTERN FERTILIZER MARKETS.

(Special Report to The National Provisioner.)

New York, May 27, 1925.—Only a small amount of business has been done around here of late in fertilizer materials. A few cars of ground tankage have been sold and the last sale was reported at \$3.40 & 10c f. o. b. New York.

Nitrate of soda has dropped a little in price both for spot and June delivery and the demand is very light in the North, much less than usual at this time of the year. Bonemeal is scarce and high, and very little foreign material is available except at high prices.

MORE MEAT EATEN IN MARCH.

The consumption of federally inspected meat was five million pounds more in March, 1925, than in the same month a year ago, and forty million pounds more than in February, 1925. The latter increase is attributed in part to the added number of days in March over February.

More beef, veal, lamb and mutton were consumed than in the previous month or in the same month a year ago, but pork showed a decline in both instances.

The consumption of all meats totalled 944,000,000 lbs., of which 438,000,000 lbs. were beef and veal; 465,000,000 lbs. pork; and 41,000,000 lbs. lamb and mutton. The per capita consumption of beef and veal amounted to 3.9 lbs., pork to 4.1 lbs. and lamb and mutton to 0.4 lbs., the total being 8.3 lbs.

VAL DECKER ENLARGES PLANT.

More than 5,000 people attended the formal opening of the new beef killing department of the Val Decker Packing Co., Piqua, Ohio, on May 24. Visitors were shown through the plant by various members of the company. Music and refreshments were on hand for guests, and each visitor was given a souvenir.

The new addition adds 11,000 square feet of floor space to the plant, and will greatly increase production.

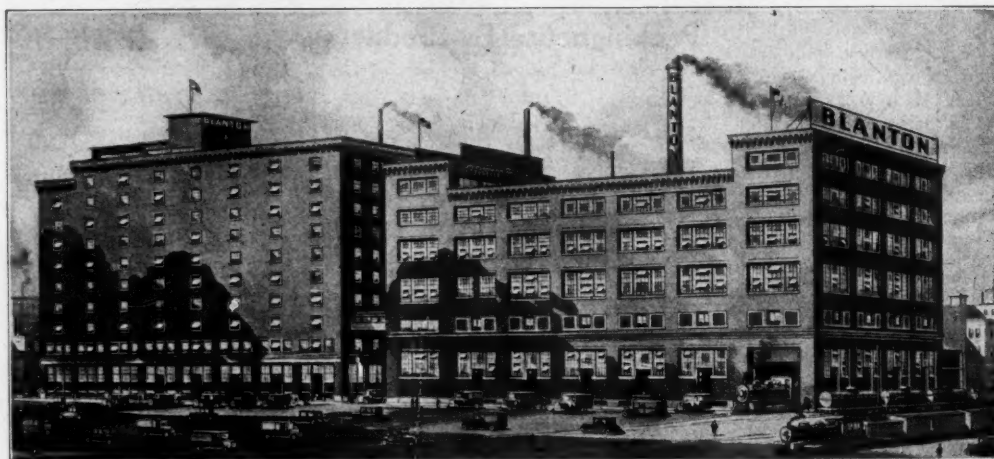
MARCH BY-PRODUCTS YIELDS.

The estimated average yield and production of animal by-products from slaughter under Federal inspection for March, 1925, is reported by the U. S. Department of Agriculture, with comparisons, as follows:

| | Average weight per animal | | Per cent of live weight | | Production | | | | Per cent | |
|-------------------------------------|---------------------------|--------------|-------------------------|--------------|--------------------------------|-------------------------|-----------|-----------|--------------------------|-------|
| | Mar. 1, 1924 | Mar. 1, 1925 | Mar. 1, 1924 | Mar. 1, 1925 | Mar. 1, 1924, to Feb. 28, 1925 | Mar. average, 1924-1924 | Mar. 1924 | Mar. 1925 | Mar. 1925, % of average. | |
| | Feb. 28, 1925 | 1925 | Feb. 28, 1925 | 1925 | 1,000 | 1,000 | 1,000 | 1,000 | | P.ct. |
| Edible beef fat ¹ | 36.70 | 39.47 | 3.87 | 4.07 | 350,946 | 29,000 | 24,207 | 28,751 | 99.12 | |
| Edible beef offal | 27.04 | 28.29 | 2.84 | 2.91 | 257,890 | 18,418 | 18,034 | 20,097 | 111.39 | |
| Cattle hides | 64.65 | 65.43 | 6.80 | 6.74 | 621,973 | 43,852 | 43,175 | 48,177 | 109.86 | |
| Edible calf fat ¹ | 1.32 | 1.00 | 0.74 | 0.64 | 6,516 | 378 | 405 | 405 | 123.67 | |
| Edible calf offal | 6.47 | 6.20 | 3.64 | 3.96 | 32,150 | 2,182 | 2,329 | 2,881 | 122.08 | |
| Lard ² | 35.75 | 34.54 | 16.10 | 15.75 | 1,868,147 | 152,096 | 181,371 | 113,454 | 74.19 | |
| Edible hog offal | 4.94 | 5.39 | 2.23 | 2.46 | 257,881 | 19,490 | 21,011 | 17,700 | 91.00 | |
| Pork trimmings | 10.24 | 10.88 | 4.64 | 4.96 | 538,837 | 36,983 | 40,124 | 35,747 | 96.06 | |
| Inedible grease ² | 2.94 | 2.99 | 1.33 | 1.36 | 154,117 | 12,198 | 14,426 | 9,865 | 80.87 | |
| Sheep edible fat ¹ | 2.20 | 2.83 | 2.74 | 3.22 | 26,063 | 2,723 | 2,395 | 2,782 | 102.17 | |
| Sheep edible offal | 1.58 | 1.78 | 1.06 | 2.03 | 18,676 | 1,638 | 1,458 | 1,750 | 106.84 | |

¹ Unrendered. ² Rendered.

THE BLANTON COMPANY St. Louis, U. S. A.



Refiners of

White Butter Oil--Yellow Cooking Oil--Salad Oil--Peanut Oil

Manufacturers of

Shortening and Margarine

Selling Agencies at

New York

Philadelphia

Pittsburgh

Memphis

YOPP'S CODE, Eighth Edition

Statistics of Cottonseed and Products

Cottonseed received, crushed and on hand, and cottonseed products manufactured, shipped out, on hand, and exported covering the nine-month period ending April 30, 1925 and 1924 are reported by the U. S. Bureau of the Census as follows:

Cottonseed received, crushed, and on hand (tons):

| | Received at mills* | | Crushed | | On hand at mills | |
|----------------|--------------------|-----------|--------------------|-----------|------------------|---------|
| | Aug. 1 to April 30 | 1924 | Aug. 1 to April 30 | 1924 | April 30, 1925 | 1924 |
| United States | 4,488,897 | 3,251,779 | 4,358,691 | 3,126,999 | 144,271 | 130,120 |
| Alabama | 231,094 | 123,764 | 227,571 | 123,752 | 4,812 | 3,464 |
| Akansas | 299,447 | 169,340 | 297,407 | 165,936 | 2,090 | 3,850 |
| Georgia | 392,236 | 224,252 | 387,277 | 216,347 | 8,875 | 8,825 |
| Louisiana | 149,979 | 112,614 | 149,801 | 111,237 | 178 | 1,381 |
| Mississippi | 421,120 | 248,672 | 407,216 | 239,095 | 14,650 | 9,475 |
| North Carolina | 280,173 | 320,836 | 271,895 | 311,215 | 8,630 | 9,917 |
| Oklahoma | 463,021 | 218,767 | 436,385 | 217,687 | 26,875 | 1,279 |
| South Carolina | 219,212 | 165,896 | 217,889 | 162,104 | 1,822 | 4,433 |
| Tennessee | 269,080 | 168,064 | 255,996 | 164,843 | 13,735 | 1,297 |
| Texas | 1,537,250 | 1,310,250 | 1,484,983 | 1,241,845 | 57,911 | 76,545 |
| All others | 226,285 | 159,293 | 222,271 | 145,338 | 4,687 | 9,654 |

*Includes seed destroyed at mills but not 21,711 tons and 12,786 tons on hand Aug. 1, nor 111,393 tons and 117,862 tons reshipped for 1925 and 1924, respectively.

COTTONSEED PRODUCTS MANUFACTURED, SHIPPED OUT, AND ON HAND.

| Item | Season | On hand | | Produced Aug. 1 to April 30, 1925 | | Shipped out Aug. 1 to April 30, 1925 | | On hand | |
|---------------------------------------|--------|-------------|-------------|-----------------------------------|-------------|--------------------------------------|-------------|-------------|-------------|
| | | Aug. 1 | April 30 | Aug. 1 | April 30 | Aug. 1 | April 30 | Aug. 1 | April 30 |
| Crude oil (pounds) | 1923-4 | 4,052,703 | 5,103,348 | 1,322,123,943 | 923,019,017 | 1,276,147,373 | 865,833,977 | 70,503,679 | 73,369,309 |
| Refined oil (pounds) | 1923-4 | 210,799,632 | 138,112,489 | **1,131,454,426 | 747,646,821 | | | 238,081,553 | 216,061,770 |
| Cake and meal (tons) | 1923-4 | 41,620 | 49,796 | 2,004,838 | 1,432,031 | 1,902,872 | 1,343,898 | 143,588 | 137,799 |
| Hulls (tons) | 1923-4 | 33,515 | 15,615 | 1,248,694 | 887,304 | 1,163,512 | 827,691 | 118,687 | 75,228 |
| Linters (500-lb. bales) | 1923-4 | 33,410 | 27,565 | 840,799 | 632,010 | 804,123 | 517,139 | 90,086 | 142,436 |
| Hull fiber (500-lb. bales) | 1923-4 | 7,265 | 4,044 | 76,416 | 30,925 | 66,201 | 37,840 | 10,215 | 341 |
| Grabbots, motes, etc. (500-lb. bales) | 1923-4 | 1,905 | 1,905 | 22,703 | 29,538 | 28,215 | 10,961 | 5,907 | 7,347 |

* Includes 1,137,689 and 5,201,463 pounds held by refining and manufacturing establishments and 302,000 and 16,712,632 pounds in transit to refiners and consumers August 1, 1924 and April 30, 1925, respectively.

** Includes 3,406,674 and 17,618,845 pounds held by refiners, brokers, agents, and warehousemen at places other than refineries and manufacturing establishments and 7,970,451 and 3,685,955 pounds in transit to manufacturers of lard substitute, oleomargarine, soap, etc., August 1, 1924 and April 30, 1925, respectively.

COTTONSEED CAKE EXPORTS.

Exports of cottonseed cake from the United States during April, 1925, amounted to eight tons, while linseed cake exports in the same month were 29 tons. Only

one ton of cottonseed meal was exported in that time.

For the 10 months ending April, 1925, 268 tons of cottonseed cake and 290 tons of linseed cake were exported, according to the U. S. Department of Commerce.

APRIL MARGARINE FIGURES.

According to monthly sales of revenue stamps as reported by the U. S. Treasury Department, 16,206,192 lbs. of uncolored margarine were manufactured in the United States in April, 1925, compared with 19,151,580 lbs. in April, 1924. Manufacture of colored margarine for April, 1925, amounted to 884,102 lbs., against 931,220 lbs. the same month last year.

MARGARINE CONVENTION.

The sixth annual convention of the Institute of Margarine Manufacturers will be held at Washington, D. C., on June 4 and 5, 1925. Headquarters will be established in the Washington Hotel.

An excellent program has been prepared, and a large attendance is expected. Among the speakers will be Renick W. Dunlap, assistant secretary of agriculture at Washington.

COTTONSEED CRUSHERS MEET.

The North and South Carolina Cottonseed Crushers' Associations will again hold a joint convention this year, according to H. A. White, secretary and treasurer of the North Carolina association.

The convention will be held June 22 and 23 at the Oceanic Hotel at Wrightsville Beach, N. C. A splendid program is being arranged, and a large attendance is being looked for.

COTTONSEED OIL EXPORTS.

Exports of cottonseed oil from New York, May 1 to May 27, 55 bbls.

VEGETABLE OILS

WEEKLY REVIEW

THE NATIONAL PROVISIONER is Official Organ of the Interstate Cottonseed Crushers' Association, the Texas Cottonseed Crushers' Association, South Carolina Cottonseed Crushers' Association, the Georgia Cottonseed Crushers' Association and the Mississippi Cottonseed Crushers' Association.

Trade Light—Market Firm—Cash Trade Better—Crude Tight—Lard Undertone Firm—Cotton Progressing Favorably.

The cotton oil futures market on the New York Produce Exchange the past week experienced a moderate daily turnover, and a stronger undertone. Prices made small gains almost daily, under removal of hedges against a better cash business, especially in the east, together with light offerings.

Other factors were: covering of shorts, catching of some stop-loss orders, tightness of crude, fears of cold weather extending into the south, and a rather firm lard market in spite of an erratic, but on the whole weak, hog market.

Prices Somewhat Higher.

Prices were up some .50 to .70 from the recent lows of the season but on the advances the last few days there has been a noticeable increase in offerings. Liquidation on the part of tired holders on a scale upward has had a tendency to make for a very orderly advance.

The persistent removal of hedges from July by refiners against cash sales was the principal sustaining factor, and bears rather close watching, as cash business through the eastern territory has been quite good. Reports have it that the larger consumers and distributors in the east have been filled up for the next thirty to sixty days.

Should the support in July be removed, the market would become more vulnerable to bear pressure, which at least could easily make for a more two-sided market than experienced the last ten days or two weeks.

Reports of Cash Demand.

The reports of a better cash demand were not general. One leading factor appeared to be getting the bulk of the trade, which led to fears that the other interests would, sooner or later, begin to press actual oil for sale and, not finding a market for it, would turn their at-

tention toward the New York market.

The advance of late has created a more mixed sentiment. Some are still bullish, on the belief that oil is decidedly too cheap, as it has been throughout the season. Others point to the liberal supplies, the favorable cotton crop outlook and the fact that thus far it has been difficult to greatly increase consumption, notwithstanding the relative cheapness compared with lard.

The bears argue that the market has had all the rally that it is entitled to, and they still point to the technical position of the market, which they regard as weak, owing to the large speculative long interest. In this connection it is interesting to note that estimates are that the open interest in July is fully 200,000 bbls., most of which, it is believed, will be liquidated before the first delivery day.

SOUTHERN MARKETS.

New Orleans.

(Special Wire to The National Provisioner.)

New Orleans, La., May 28, 1925.—Prime crude cottonseed oil firmer; 9c freely bid Texas; 9¼c Valley; practically nothing offering. Numerous inquiries for refined oil tendency higher. Thirty-six per cent meal, \$38.25; 41% meal, \$40.75; 43% meal, \$42.75; loose hulls, \$11.00; sacked hulls, \$14.00, delivered New Orleans.

Memphis.

(Special Wire to The National Provisioner.)

Memphis, Tenn., May 28, 1925.—Small volume of crude cottonseed oil moved the past few days at 9¼c Valley, with stronger markets today; 9¼c bid, 9½c asked. Forty-one per cent meal, \$38.75; and loose hulls, \$8.00, both f. o. b. Memphis.

Dallas.

(Special Wire to The National Provisioner.)

Dallas, Tex., May 28, 1925.—Prime cottonseed delivered Dallas quoted as nominal; prime crude cottonseed oil, f.o.b. Dallas, 9¼c; cracked cake and meal, Dallas, \$38.00 ton; hulls, \$13.00 mill run linters, 3¼@7c. Markets sluggish; little trading; no rain past week.

Some of the refiners are still very hopeful of the ultimate outcome. They are inclined to look for a very favorable May consumption report, and are inclined to feel that there has been quite a little "selling of futures on scenery in the south," and that any change for the worse in cotton belt will not only cause considerable buying, but also a covering movement.

Some Refiners Hopeful.

They are fully anticipating a carry-over of 500- to 600,000 bbls., but point out that such a quantity could easily be marketed in the in-between season, during which months the best consumption usually develops.

On the other hand, there are those well versed in the trade who feel that such a carry-over, with the present cotton crop outlook, eventually means a soap-kettle level, and a price for cotton oil where it must compete with tallow.

Crude Markets Strong.

The crude markets have been very strong, with the southern ideas stiff; southeast and Valley crude sold at 9¼c with that price bid, while Texas sold, and was bid, at 9c. Only limited amounts appeared to come out, and as yet little has been heard of the after-planting run of seed, although it is a little early for this to materialize as yet.

The average of seven private cotton crop reports issued so far is for a condition of 75.3%, and the average of the acreage estimates is for 5.7% increase. Such an increase this year would mean a planted area of 43,855,000 acres.

Wednesday was first delivery day on June contracts, and 1,700 bbls. were tendered by a local holder from store, and taken by scattered interests. The belief is rather general that July deliveries are going to be large. While July oil has been holding between .36 and .38 under September, with refiners transferring their hedges in July to September, and com-

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mission houses doing the reverse, there is a tendency to expect the difference to widen somewhat further under liquidation, and when the urgent demand for July subsides.

Probable Future of Market.

From a supply-and-demand standpoint, there is little on which to look for much further upturn in the market. Available supplies are pretty well known, and it will take a very large consumption to upset the calculations of 500,000 bbls. carry-over or more.

The smaller the consumption the last quarter of the year, the bigger the carry-over. With a fair part of the trade booked up for some time to come, the market is not apt to have this support later on, when it might be vitally needed if the liquidation by longs finally sets in, which many have been looking for for months past.

On the other hand, there is the uncertainty of a new crop. It is doubtful if there has ever been a season when the crop has not been "killed" and "made over again" several times over, and there is no particular reason why this coming season should be any different from those of the past.

After all, the cotton crop is made during the hot weather of the summer, and not at this season of the year, so that the big available supplies may possibly be offset, later on, by a temporary or permanent reversal in growing cotton crop prospects.

COTTONSEED OIL—Market transactions:

Friday, May 22, 1925.

| | —Range— | | —Closing— | |
|------------|---------|------------|-----------|-------|
| | Sales. | High. Low. | Bid. | Asked |
| Spot | | | 1000 a | 1025 |
| May | 100 | 1025 1025 | 1000 a | 1020 |
| June | | | 1003 a | 1020 |
| July | 5500 | 1027 1023 | 1023 a | 1025 |
| Aug. | | | 1035 a | 1045 |
| Sept. | 3300 | 1058 1051 | 1053 a | 1054 |
| Oct. | 500 | 1047 1038 | 1038 a | 1043 |
| Nov. | 300 | 1000 1000 | 992 a | 1000 |
| Dec. | 100 | 993 993 | 985 a | 1000 |

Total sales, including switches, 10,600 P. Crude, S. E. 8½ Sales.

THE EDWARD FLASH CO.

29 BROADWAY
NEW YORK CITY

BROKERS EXCLUSIVELY

VEGETABLES OILS

In Barrels or Tanks

Hardened Edible Coconut Oil

COTTON OIL FUTURES

On the New York Produce Exchange

Saturday, May 23, 1925.

| | —Range— | | —Closing— | |
|------------|---------|------------|-----------|-------|
| | Sales. | High. Low. | Bid. | Asked |
| Spot | | | 1000 a | 1030 |
| May | | | 1000 a | 1020 |
| June | | | 1003 a | 1020 |
| July | 2400 | 1021 1015 | 1023 a | 1025 |
| Aug. | | | 1035 a | 1043 |
| Sept. | 4100 | 1055 1045 | 1055 a | 1056 |
| Oct. | | | 1040 a | 1045 |
| Nov. | | | 990 a | 1005 |
| Dec. | | | 985 a | 1000 |

Total sales, including switches, 6,500 P. Crude, S. 7. 9 Sales.

Monday, May 25, 1925.

| | —Range— | | —Closing— | |
|------------|---------|------------|-----------|-------|
| | Sales. | High. Low. | Bid. | Asked |
| Spot | | | 1025 a | .... |
| May | | | 1025 a | .... |
| June | | | 1025 a | 1030 |
| July | 6200 | 1042 1028 | 1042 a | 1043 |
| Aug. | 300 | 1058 1058 | 1060 a | 1065 |
| Sept. | 2900 | 1075 1056 | 1075 a | 1078 |
| Oct. | 800 | 1062 1058 | 1062 a | 1070 |
| Nov. | | | 1000 a | 1015 |
| Dec. | 400 | 1000 1000 | 1000 a | 1015 |

Total sales, including switches, 12,200 P. Crude, S. E. 9 Bid.

Tuesday, May 26, 1925.

| | —Range— | | —Closing— | |
|------------|---------|------------|-----------|-------|
| | Sales. | High. Low. | Bid. | Asked |
| Spot | | | 1020 a | .... |
| May | 100 | 1026 1026 | 1025 a | 1088 |
| June | | | 1025 a | 1045 |
| July | 5500 | 1055 1040 | 1053 a | 1056 |
| Aug. | 300 | 1076 1074 | 1075 a | 1080 |
| Sept. | 5300 | 1091 1076 | 1089 a | 1090 |
| Oct. | 2000 | 1085 1066 | 1085 a | 1088 |
| Nov. | | | 1020 a | 1035 |
| Dec. | | | 1015 a | 1030 |

Total sales, including switches, 16,400 P. Crude, S. E. 9 Bid.

Wednesday, May 27, 1925.

| | —Range— | | —Closing— | |
|------------|---------|------------|-----------|-------|
| | Sales. | High. Low. | Bid. | Asked |
| Spot | | | 1025 a | 1035 |
| June | 200 | 1030 1026 | 1025 a | 1031 |
| July | 7300 | 1057 1050 | 1052 a | 1054 |
| Aug. | | | 1070 a | 1080 |
| Sept. | 3500 | 1093 1084 | 1088 a | 1090 |
| Oct. | 2700 | 1086 1077 | 1070 a | 1080 |
| Nov. | 200 | 1016 1016 | 1013 a | 1018 |
| Dec. | 200 | 1015 1015 | 1010 a | 1015 |
| Jan. | | | 1010 a | 1017 |

Total sales, including switches, 19,700 P. Crude, S. E. 9½ Bid.

Thursday, May 28, 1925.

| | —Range— | | —Closing— | |
|-----------------|---------|------------|-----------|-------------|
| | Sales. | High. Low. | Bid. | Asked |
| Spot | | | 1030 a | 1050 |
| June | | | 1030 a | 1050 |
| July | | | 1067 1055 | 1062 a 1063 |
| August | | | 1085 1085 | 1080 a 1090 |
| September | | | 1103 1095 | 1097 a 1098 |
| October | | | 1094 1084 | 1086 a 1090 |
| November | | | 1025 1025 | 1020 a 1029 |
| December | | | 1025 1025 | 1020 a 1027 |
| January | | | 1020 a | 1030 |

SEE PAGE 35 FOR LATER MARKETS.

COCONUT OIL—The market has been very steady the past week following last week's large takings by southwestern soap-

makers from the coast. Demand has been more limited, but the undertone was very steady notwithstanding the setback in tallow.

Sales were reported from the coast July-December delivery at 8½¢. At New York Ceylon barrels quoted 10@10½¢; tanks, 9½¢; tanks coast, 8½¢; Cochin barrels, N. Y., 11¼@11½¢; edible bbls., New York, 12¢.

SOYA BEAN OIL—The market was stronger and firmly held, owing to the tightness in offerings from the Orient. Demand, however, was spasmodic. At N. Y. crude barrels quoted 12¼@12¾¢; tanks Pacific Coast, 10¾¢.

CORN OIL—Demand was inactive and the market was easier with an increase in offerings and with sentiment less friendly, although the strength in cotton-oil tended to check the decline.

At N. Y. crude barrels quoted 12@12½¢; refined barrels, 12½@13¢; cases, \$13.88; tanks, f.o.b. mills, 9½@9¾¢.

PALM OIL—The market was steady with business limited and fresh import offerings rather firm. At New York Lagos spot quoted at 8¾¢; June-August shipments, 8½¢; Nigre spot nominal; shipment, 8.20¢, c.i.f. New York.

PALM KERNEL OIL—The market was quiet and steady with a routine trade, with imported casks N. Y. quoted 9½@9¾¢.

SESAME OIL—The market was on a purely nominal basis the past week as it has been of late. Available supplies are very light, while fresh importation is out of the question.

COTTONSEED OIL—A better demand and a firmer tone with the cash market helped by a rally of ½¢ a pound or so in futures, featured the market. Eastern demand was better, and some of the trade reported booked up for the next month or two.

At N. Y. refined barrels quoted 12@12½¢; southeast and valley crude, 9¼¢ sales and bid. Texas, 9¢ sales and bid.

CHEMICALS AND SOAP SUPPLIES.

(Special Report to The National Provisioner.)

New York, May 26, 1925.—Latest quotations on chemicals and soapmaker's supplies:

Seventy-six per cent caustic soda, \$3.76 @3.91 per cwt.; 98 per cent powdered caustic soda, \$4.16@4.56 per cwt.; 58 per cent carbonate of soda, \$2.04@2.44 per cwt.

Clarified palm oil, in casks, 2,000 lbs., 9¾@9½¢ lb.; olive oil foots, 9@9¼¢ lb.; East India Cochin coconut oil, 15½¢ lb.; Cochin grade coconut oil, domestic, 11½@11¾¢ lb.; Ceylon grade coconut oil, 11@11¼¢ lb.

Prime summer yellow cottonseed oil, 11¾¢ lb.; soya bean oil, 14¾¢ lb.; red oil, 11½@12¢ lb.

Extra tallow, f. o. b. seller's plant, 8¾¢ lb.; dynamite glycerine, nominal, 18¾¢ lb.; saponified glycerine, nominal, 13¾¢ lb.; crude soap glycerine, nominal, 12¾¢ lb.; chemically pure glycerine, nominal, 18¾¢ lb.; prime packers grease, 8¾@8½¢ lb.

MEAT IMPORTS AT NEW YORK.

Imports of meats and meat products received at the port of New York for the week ending May 23, 1925, are reported officially as follows:

| Point of origin—Commodity. | Amount. |
|---------------------------------|-------------|
| Canada—Veal carcasses..... | 2,736 lbs. |
| Canada—Pork tenderloins..... | 472 lbs. |
| Canada—Smoked pork..... | 2,112 lbs. |
| Canada—Veal livers..... | 4,135 lbs. |
| Canada—Pork hocks..... | 3,272 lbs. |
| Canada—Beef tongues..... | 671 lbs. |
| Canada—Beef livers..... | 14,805 lbs. |
| Canada—Beef sweetbreads..... | 500 lbs. |
| Canada—Pork butts..... | 208 lbs. |
| Italy—Sausage (loose)..... | 6,129 lbs. |
| Italy—Smoked hams..... | 4,840 lbs. |
| Switzerland—Bouillon cubes..... | 600 lbs. |
| Norway—Meat cakes (tins)..... | 6,269 lbs. |

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THE WEEK'S CLOSING MARKETS

FRIDAY'S CLOSINGS.

Provisions.

Hog products irregular with continued erratic hog movement, evening up in May deliveries, and with a limited cash trade. Undertone steady. Chicago expects 145,000 hogs next week. Trade looking for small increase in Chicago lard stocks.

Cottonseed Oil.

Market developed overbought position. Eased moderately from highs due to less active demand, evening up for double holiday, continued western liquidation and quieter cash demand. Rumored 10,000 barrels butter oil sold for export to Rotterdam. Southeast and Valley crude, 9½¢ bid; Texas, 9¢ bid. Refiners supporting July again around 10½¢.

Quotations on cottonseed oil at Friday noon were: June, \$11.20@11.50; July, \$10.50@10.51; August, 10.67@10.80; September, \$10.85@10.88; October, 10.70@10.76; November, \$10.00@10.20; December, \$10.00@10.15.

Tallow.

Tallow, extra, 8¾¢.

Oleo Oil and Stearine.

Stearine, oleo, 11¾¢.

FRIDAY'S GENERAL MARKETS.

New York, May 29, 1925.—Spot lard at New York, prime western, \$16.85@16.95; middle western, \$16.65@16.75; city, \$16.50; refined, continent \$17.50; South American, \$18.25; Brazil kegs, \$19.25; compound, \$12.25@12.50.

Liverpool Provision Markets.

Liverpool, May 29, 1925.—(By Cable)—Shoulders square, 71s; picnics, 71s; hams, long cut, 104s; hams, American cut, 106s; bacon, Cumberland cut, 95s; short backs, 98s; bellies, clear, 110s; Wiltshires, 96s; Canadian, 108s; spot lard, 83s 6d.

Hull Oil Market.

Hull, England, May 29, 1925.—(By Cable).—Refined cottonseed oil, 44s 6d; crude cottonseed oil, 41s 6d.

PHILADELPHIA MEAT SUPPLIES.

Receipts of western dressed meats and local slaughter under city and federal inspection at Philadelphia, Pa., are officially reported as follows for the week ending May 23, 1925:

| | Week ending | Previous week. | Cor. week. |
|--------------------------------|-------------|----------------|------------|
| Western dressed meats: May 23. | | | 1924. |
| Steers, carcasses..... | 2,332 | 2,037 | 3,145 |
| Cows, carcasses..... | 336 | 349 | 631 |
| Bulls, carcasses..... | 105 | 86 | 211 |
| Veals, carcasses..... | 2,473 | 2,904 | 2,728 |
| Lambs, carcasses..... | 10,369 | 12,077 | 8,589 |
| Muttons, carcasses..... | 943 | 1,242 | 2,168 |
| Pork, lbs..... | 324,240 | 267,588 | 473,426 |

| | | | |
|-------------------|--------|--------|--------|
| Local slaughters: | | | |
| Cattle..... | 1,954 | 2,371 | 2,473 |
| Calves..... | 3,223 | 3,298 | 3,332 |
| Hogs..... | 14,975 | 14,391 | 21,164 |
| Sheep..... | 6,063 | 5,839 | 4,218 |

BOSTON MEAT SUPPLIES.

Receipts of western dressed meats and slaughters under federal and city inspection at Boston, Mass., are officially reported as follows for the week ending May 23, 1925, with comparisons:

| | Week ending | Previous week. | Cor. week. |
|--------------------------------|-------------|----------------|------------|
| Western dressed meats: May 23. | | | 1924. |
| Steers, carcasses..... | 2,784 | 2,563 | 2,532 |
| Cows, carcasses..... | 899 | 1,056 | 836 |
| Bulls, carcasses..... | 40 | 28 | 94 |
| Veals, carcasses..... | 1,621 | 1,463 | 1,538 |
| Lambs, carcasses..... | 14,392 | 13,399 | 11,024 |
| Mutton, carcasses..... | 501 | 457 | 1,240 |
| Pork, lbs..... | 560,540 | 513,298 | 308,739 |
| Local slaughters: | | | |
| Cattle..... | 1,504 | 1,437 | 1,846 |
| Calves..... | 2,283 | 3,389 | 3,596 |
| Hogs..... | 9,355 | 9,420 | 16,041 |
| Sheep..... | 6,132 | 6,135 | 4,917 |

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City.....

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PORK LIVERS FOR FRANCE.

Information has been received from the French Government to the effect that pork livers are eligible for importation into France only when destined to pate de foie gras factories in the Paris region, specially approved for this purpose by the Prefecture of Police. Therefore they can be sold only after the livers have been cooked.

Also, as they do not react well to freezing at a very low temperature and liquefy when thawed out, they are not subject to the conditions specified in connection with the importation of frozen meat from the United States.

ARGENTINE BEEF EXPORTS.

Cable reports of Argentine exports of beef this week up to May 29, 1925, show exports from that country were as follows: To England, 85,782 quarters; to the continent, 100,899 quarters, to other ports, none.

Exports of the previous week were: To England, 159,385 quarters; to the continent, 63,295 quarters, to other ports, none.

NEW YORK MEAT SUPPLIES.

Receipts of western dressed meats and local slaughter under federal inspection for New York City, N. Y., are officially reported for the week ending May 23, 1925, with comparisons as follows:

| | Week ending | Previous week. | Cor. week. |
|--------------------------------|-------------|----------------|------------|
| Western dressed meats: May 23. | | | 1924. |
| Steers, carcasses..... | 8,556 | 8,528 | 8,776 |
| Cows, carcasses..... | 807 | 801 | 1,008½ |
| Bulls, carcasses..... | 103 | 183½ | 199 |
| Veals, carcasses..... | 11,213 | 12,860 | 14,085 |
| Hogs and Pigs..... | 91 | 91 | 400 |
| Lambs, carcasses..... | 31,563 | 29,000 | 15,003 |
| Mutton, carcasses..... | 3,840 | 3,992 | 8,292 |
| Beef cuts, lbs..... | 90,689 | 318,774 | 215,995 |
| Pork cuts, lbs..... | 790,366 | 1,053,030 | 1,251,469 |
| Local slaughters: | | | |
| Cattle..... | 10,631 | 11,136 | 10,535 |
| Calves..... | 19,994 | 18,189 | 16,378 |
| Hogs..... | 50,503 | 41,231 | 61,990 |
| Sheep..... | 38,094 | 43,827 | 27,270 |

TRADE GLEANINGS

The abattoir belonging to May Brothers in Ismay, Mont., was recently destroyed by fire.

Wharton County Cotton Oil Mill, Wharton, Tex., has increased its capital stock to \$50,000.

Plainview Cotton Oil Company, Plainview, Tex., plans to construct extensive additions to its plant.

C. E. Dean, of Ralls, Tex., is said to be interested in the erection of a cottonseed oil mill in Slaton, Tex.

The building and equipment of the Falls City Rendering Works, Falls City, Nebr., were recently destroyed by fire.

Laclede Packing Company, 2025 Shenandoah Ave., St. Louis, Mo., is having preliminary plans prepared for an addition to its plant.

Tegarden Packing Company, West Plains, Mo., has declared a dividend of 5 per cent on its capital stock of \$100,000 for the first three-month period of its organization.

A new sausage factory is being added to the plant of the McArthur Independent Packing Company, 800 E. 21st street, Wichita, Kans. The new addition will cost about \$10,000.

The plant and property of the Huron Cooperative Packing Company, Huron, S. D., will be offered for sale on June 29, 1925, it was announced recently by George M. Townsend, trustee.

Portland Vegetable Oil Mills Company, Portland, Ore., has reopened its plant, which was badly damaged by fire last December. Repairs and new equipment to the amount of nearly \$60,000 have been made, and the plant now has a capacity of over 50 tons of oil daily.

It is said that the Albert Packing Co., San Francisco, Calif., is interested in purchasing the old plant of the Standard Soap Company in Berkeley, Calif. Close to \$60,000 will be spent in remodeling the property if the deal goes through, after which it will be opened as a meat packing plant.

APRIL CANADIAN LIVESTOCK.

Summary of top prices for livestock at leading Canadian centers for the month of April, 1925, with comparisons:

| BUTCHER STEERS. | | | |
|--------------------|-------------|-------------|-------------|
| 1,000-1,200 lbs. | | | |
| | Apr., 1925. | Apr., 1924. | Mar., 1925. |
| Toronto..... | \$ 8.50 | \$ 9.00 | \$ 8.75 |
| Montreal (W)..... | 8.50 | 7.75 | 8.50 |
| Montreal (E)..... | 8.50 | 7.75 | 8.50 |
| Winnipeg..... | 8.00 | 7.50 | 7.25 |
| Calgary..... | 7.75 | 6.25 | 7.00 |
| Edmonton..... | 7.50 | 6.25 | 7.00 |
| VEAL CALVES. | | | |
| Toronto..... | 13.25 | 13.50 | 14.00 |
| Montreal (W)..... | 8.00 | 10.00 | 12.00 |
| Montreal (E)..... | 8.00 | 10.00 | 12.00 |
| Winnipeg..... | 12.00 | 10.00 | 11.00 |
| Calgary..... | 9.25 | 7.00 | 9.25 |
| Edmonton..... | 10.00 | 8.00 | 8.50 |
| SELECT BACON HOGS. | | | |
| Toronto..... | 15.52 | 8.80 | 15.52 |
| Montreal (W)..... | 14.50 | 9.25 | 15.25 |
| Montreal (E)..... | 14.50 | 9.25 | 15.25 |
| Winnipeg..... | 14.02 | 7.92 | 14.80 |
| Calgary..... | 14.50 | 7.70 | 14.80 |
| Edmonton..... | 13.75 | 7.55 | 14.80 |
| GOOD LAMBS. | | | |
| Toronto..... | 17.00 | 16.50 | 17.00 |
| Montreal (W)..... | 12.00 | 13.00 | 14.00 |
| Montreal (E)..... | 12.00 | 13.00 | 14.00 |
| Winnipeg..... | 13.50 | 13.50 | 13.00 |
| Calgary..... | 13.75 | 13.50 | 14.75 |
| Edmonton..... | 14.50 | 13.00 | 15.00 |
| †Per head. | | | |

NEW YORK LIVESTOCK.

Receipts of livestock at New York for week ending Saturday, May 23, 1925, are as follows:

| | Cattle. | Calves. | Hogs. | Sheep. |
|--------------------|---------|---------|--------|--------|
| Jersey City..... | 4,079 | 11,419 | 9,302 | 16,324 |
| New York..... | 1,549 | 5,833 | 14,368 | 1,274 |
| Central Union..... | 3,756 | 1,229 | ..... | 15,618 |
| Total..... | 9,384 | 18,478 | 23,670 | 33,214 |
| Previous week..... | 9,144 | 19,123 | 25,465 | 41,947 |
| Two weeks ago..... | 9,096 | 18,330 | 26,068 | 30,106 |

LIVE STOCK MARKETS

CHICAGO.

(Reported by U. S. Bureau of Agricultural Economics.)
Chicago, May 28, 1925.

CATTLE—Fed steers and yearlings steady to 25c higher, light and handy-weight kinds; showing most advance. Heavies too numerous on most sessions; quality largely good with liberal sprinkling of choice offerings all weights, especially medium and heavyweights.

Extreme top steers \$11.60 paid for long yearlings as well as mixed steers and heifers. Strictly choice heavies \$11.25, highest of month; all buying interests in handpicking mood.

Better grades fat she stock strong to 25c higher, lower grades weak, canners and cutters weak to 25c lower; bulls 25c off; vealers 75c@\$1.00 higher. Receipts locally and at eleven large markets show decrease as compared with a week earlier.

HOGS—Swine trade continued its erratic course with values bobbing up and down within a general range of \$12.00@13.00. Burdensome receipts early in the week brought sharp breaks that wiped out the advances of late last week. This was followed by rapid advances when selling interests artificially bolstered the market by withdrawing a large share of their offerings from sale. Urgent shipping orders at first had a sustaining influence, but later indifference allowed a severe decline.

Only minor net shiftings in values from those current a week ago were noted. The occasional net gain recorded was about offset by the few small losses registered. The top at the height of the bulge reached \$12.90, then dropped to \$12.25 and finally returned to \$12.80.

SHEEP—Price advances on fat lambs were sored on every session during the calendar week and net gains of 75c@\$1.25 were general. Native springers and old crop clipped lambs generally showed more price gain than California springers. Owing to the curtailment of receipts of better grade fat lambs, sorts were very moderate on closing sessions and cull offerings showed almost as much price betterment as these.

Good to choice native and California springers topped at \$16.50 for the week, with bulk of the former at \$15.50@16.00 and the latter \$15.75@16.25. Clipped lambs sold upward to \$14.25, with bulk largely at \$12.50@14.00. Heavy fat ewes showed some seasonal weakness, but light and handyweight offerings held generally steady, while strictly choice 92 lb. wethers made an advance of 50c today. Bulk of fat ewes sold at \$7.00@7.75, best wethers making \$10.00.

OMAHA.

(Reported by U. S. Bureau of Agricultural Economics.)
Omaha, Nebr., May 28, 1925.

CATTLE—The dull and slow weak markets of the first three days of the week on fed steers and yearlings was followed by an active stronger market Thursday which regained the earlier losses and placed prices on a generally steady basis as compared with the previous week.

The week's top price for load lots was \$10.85 paid for 1162 lb. weights. Eleven head scaling 1102 lbs. turned at \$11.00; choice heavy steers averaging 1600 lbs. turned at \$10.25.

She stock is steady to 25c lower; vealers 50c lower; bulls fully 25c lower.

HOGS—Uneven distribution of supplies throughout the period resulted in an irregular trend in values. The market was very sensitive to receipts and on the opening session of the week a sharp decline was noted but with curtailment following the loss was recovered and comparisons, Thursday to Thursday, uncover a strong to 25c higher level. Today's bulk of sales ranged from \$11.75@12.15. Top \$12.25.

SHEEP—Curtilment in supplies here and elsewhere resulted in betterment in the fat lamb market. Interest has centered on fed clipped lambs and these moved up \$1.00@1.25 while springer and fed woolled lambs show a net advance of 50@75c. California springers mostly choice are moving at a spread of \$16.00@16.25; natives \$15.25@16.00; fed woolled lambs \$14.00@15.00; fed clipped lambs \$13.50@14.15; fat sheep have held steady, desirable weight fat ewes \$5.50@7.50.

LIVESTOCK PRICES AT LEADING MARKETS.

Following are livestock prices at five leading Western markets on Thursday, May 28, 1925, as reported to THE NATIONAL PROVISIONER by leased wire of the Bureau of Agricultural Economics, U. S. Department of Agriculture:

| Hogs (Soft or oily hogs and roasting pigs excluded): | CHICAGO. | KANSAS CITY. | OMAHA. | E. ST. LOUIS. | ST. PAUL. |
|--|---------------|---------------|---------------|---------------|-------------|
| TOP | \$12.80 | \$12.30 | \$12.25 | \$13.00 | \$12.15 |
| BULK OF SALES | 12.10@12.50 | 11.75@12.10 | 11.75@12.15 | 12.50@12.90 | 12.00 |
| Hvy. wt. (250-350 lbs.), med.-ch. | 12.05@12.35 | 11.70@12.05 | 11.15@12.10 | 12.25@12.50 | 11.85@12.00 |
| Med. wt. (200-250 lbs.), med.-ch. | 12.15@12.65 | 11.85@12.15 | 11.90@12.25 | 12.40@12.60 | 11.90@12.15 |
| Lt. wt. (150-200 lbs.), com.-ch. | 11.90@12.65 | 11.85@12.30 | 11.80@12.25 | 12.35@12.65 | 11.90@12.15 |
| Lt. lt. (130-160 lbs.), com.-ch. | 11.40@12.50 | 11.50@12.25 | 11.50@12.25 | 12.00@12.65 | 11.85@12.10 |
| Packing hogs, smooth. | 10.90@11.25 | 10.90@11.15 | 10.85@11.15 | 11.00@11.15 | 10.50@10.75 |
| Packing hogs, rough. | 10.50@10.90 | 10.75@10.90 | 10.50@10.85 | 10.50@11.00 | 10.25@10.50 |
| Slight, pigs (130 lbs. down), med.-ch. | 11.25@12.25 | 11.00@12.00 | 10.75@12.10 | 11.50@12.50 | 11.80@12.10 |
| Av. cost and wt. Wed. (pigs excluded) | 11.90-247 lb. | 11.74-224 lb. | 11.74-247 lb. | 12.15-205 lb. | ..... |
| Slaughter Cattle and Calves: | | | | | |
| STEERS (1,100 LBS. UP): | | | | | |
| Choice and prime | 10.50@11.85 | 9.60@11.50 | 9.75@11.40 | 10.25@11.75 | ..... |
| Good | 9.90@11.35 | 8.90@10.35 | 8.90@10.25 | 9.50@10.75 | 8.75@10.10 |
| Medium | 8.65@10.50 | 8.00@9.40 | 8.10@9.50 | 8.50@10.25 | 7.85@9.75 |
| Common | 7.35@8.50 | 6.35@8.00 | 6.50@8.10 | 6.50@8.50 | 6.25@7.85 |
| STEERS (1,100 LBS. DOWN): | | | | | |
| Choice and prime | 11.35@11.85 | 10.35@11.60 | 10.25@11.50 | 10.75@11.75 | ..... |
| Good | 10.50@11.35 | 9.40@10.50 | 9.50@10.60 | 10.25@10.75 | 9.00@10.25 |
| Medium | 8.50@10.50 | 8.00@9.70 | 8.00@10.00 | 8.50@10.25 | 7.85@9.15 |
| Common | 7.00@8.50 | 5.85@8.00 | 6.15@8.00 | 6.25@8.50 | 6.00@7.85 |
| Canner and cutter | 5.50@7.00 | 4.00@5.85 | 4.25@6.15 | 4.50@6.25 | 4.25@6.00 |
| LT. YRLG. STEERS AND HEIFERS: | | | | | |
| Good to prime (800 lbs. down) | 10.00@11.60 | 9.35@11.50 | 9.15@11.10 | 9.75@11.50 | 9.00@11.25 |
| HEIFERS: | | | | | |
| Good-choice (850 lbs. up) | 8.75@11.25 | 8.00@10.10 | 8.15@10.35 | 8.25@10.50 | 7.75@9.50 |
| Common-med. (all weights) | 6.25@8.75 | 5.00@8.00 | 5.00@8.15 | 5.50@8.25 | 4.50@7.75 |
| COWS: | | | | | |
| Good and choice | 6.40@8.50 | 5.75@8.00 | 5.65@8.15 | 6.25@8.00 | 6.25@7.50 |
| Common and medium | 4.25@6.40 | 4.35@5.75 | 4.35@6.05 | 4.50@6.25 | 4.00@6.25 |
| Canner and cutter | 2.85@4.25 | 2.65@4.35 | 2.65@4.35 | 2.50@4.50 | 2.75@4.00 |
| BULLS: | | | | | |
| Good-ch. (beef yrlds. excluded) | 5.50@7.50 | 5.25@6.85 | 5.00@6.75 | 5.50@7.00 | 5.00@6.25 |
| Can.-med. (canner and bologna) | 4.35@5.00 | 3.75@5.25 | 3.25@5.00 | 3.25@5.25 | 3.50@5.00 |
| CALVES: | | | | | |
| Med.-ch. (190 lbs. down) | 8.50@11.50 | 6.50@9.75 | 7.00@10.00 | 7.00@10.75 | 6.50@10.00 |
| Cull-com. (190 lbs. down) | 5.00@8.50 | 4.50@6.50 | 4.25@7.00 | 3.50@7.00 | 4.00@6.50 |
| Med.-ch. (190-200 lbs.) | 6.25@11.25 | 5.00@9.00 | 4.75@9.50 | 5.50@10.50 | 5.50@8.50 |
| Med.-ch. (260 lbs. up) | 4.75@9.50 | 4.25@8.75 | 4.25@9.00 | 5.00@8.50 | 4.50@7.50 |
| Cull-com. (190 lbs. up) | 3.50@7.25 | 3.00@5.50 | 3.25@5.50 | 3.50@5.00 | 3.00@5.00 |
| Slaughter Sheep and Lambs: | | | | | |
| (Quotations on shorn basis.) | | | | | |
| Lambs, med.-pr. (84 lbs. down) | 12.00@14.25 | 11.75@13.50 | 12.25@14.25 | 11.50@13.50 | 11.00@13.25 |
| Lambs, med.-pr. (92 lbs. up) | 11.00@13.25 | ..... | 10.25@13.25 | 9.75@12.50 | 10.00@12.25 |
| Lambs, cull-com. (all weights) | 9.75@12.00 | 8.25@11.75 | 9.75@12.25 | 7.50@11.50 | 8.75@11.00 |
| Spring lambs | 14.50@16.75 | 13.50@16.35 | 14.00@16.25 | 13.25@16.00 | 13.25@15.75 |
| Yearling wethers, med.-prime | 9.50@12.50 | 8.50@11.75 | 8.25@11.50 | 8.00@11.50 | 8.50@11.50 |
| Wethers, med.-pr. (2 yrs. old and over) | 7.00@10.00 | 6.50@8.75 | 6.00@9.25 | 6.00@9.00 | 6.00@8.75 |
| Ewes, common to choice | 5.00@8.25 | 4.75@7.75 | 4.50@8.25 | 4.00@7.50 | 4.25@7.75 |
| Ewes, canner and cull | 1.50@5.00 | 1.25@4.75 | 1.00@4.50 | 1.00@4.00 | 1.00@4.25 |

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KANSAS CITY.

(Reported by U. S. Bureau of Agricultural Economics)

Kansas City, Mo., May 28, 1925.

CATTLE—Strictly desirable light yearlings averaging 800 lbs. downward have had the preference during the week's trade and prices are 25@35c higher than a week ago. Other yearlings and better grades of light and medium weight fed steers are strong to 15c higher while plainer grades and all weighty offerings are around steady.

Mixed yearling steers and heifers averaging 820 lbs. topped the week's trade at \$11.35 with best steer yearlings at \$11.00. Prime heavy matured steers cashed at \$10.50 with the bulk of all fed steers selling within the range of \$8.75 @10.00. Fed Colorado steers sold from \$9.50 to 10.25 and Texas mill and hull feds brought \$8.50@9.25, while grassers went from \$5.10@7.00.

Light weight heifers are 25@35c higher while other classes of the stock are steady. Bulls closed 25c lower with bolognas at \$4.50@5.00. Killing calves are 25@50c higher for the week with top vealers at \$9.00@9.50.

HOGS—Unsettled conditions continue to feature the hog trade and throughout the week prices have been up and down, with closing figures showing gains of 15 @25c over a week previous. Shippers have been the mainstay of the trade and practically all of the more desirable grades of light and medium weight offerings have been taken on orders. Light lights have been in broad demand, and have commanded a premium over lights and butchers on most days.

Today's extreme top, \$12.30, was made on hogs averaging 165 lbs. while best medium weights reached \$12.15 and weighty butchers stopped at \$12.05. Packers have been bearish at all times and have resisted all price advances. Their outside price today was \$11.85 or 5c under their top last Thursday. Packing sows are strong to 10c higher with \$10.85@11.10 taking the bulk.

SHEEP—Somewhat lighter supplies at all the river markets strengthen the fat lamb market and prices worked unevenly higher during the period under review. Spring lambs scored gains of \$1.00@1.50, with choice native springers up to \$16.25. Few range lambs were received but bulk of fed Arizonas sold at \$14.60@14.85.

Matured lambs are generally 75c@1.00 higher with best woolskins at \$15.25 with only scattered lots below \$14.75. Desirable shorn lambs reached \$12.85 but none were offered at the high time. Aged sheep held about steady for the week. Best clipped ewes sold at \$7.60 with the bulk at \$6.50@7.50. Fed shorn wethers sold largely from \$8.00@8.65.

ST. LOUIS.

(Reported by U. S. Bureau of Agricultural Economics)

E. St. Louis, Ill., May 28, 1925.

CATTLE—Despite lighter receipts buyers made vigorous attempts to lower prices on native beef steers. Their success was slight and confined to a few low priced kinds sold Wednesday. Today's values were steady with a week ago. Texas steers are 15@25c lower, good and choice light vealers 75c@\$1.00 higher.

Tops for week: matured steers \$11.25; yearlings \$11.35; light yearlings \$11.40; heifers \$11.35. Bulls for week: native steers \$8.00@10.25; Texas steers \$6.40@6.60; fat light yearlings and heifers \$10.00 @10.50; cows \$5.00@6.00; canners \$2.75@3.25; bologna bulls \$4.50@5.00.

HOGS—With receipts sharply increased and very unevenly distributed the current week witnessed another series of wild fluctuations in hog prices which bobbed up and down in measures of 50@75c and more each day. With 23,000 head Tuesday everything pointed to a weak trade and salesmen started selling butcher hogs at \$11.75@11.85. Later prices mounted fully 50c and offerings sold like hot cakes at \$12.25@12.35.

With only 8,000 today conditions were the reverse, early offerings bringing \$12.75 @13.00 with salesmen obliged to go to packers at \$12.50 late. Butcher hogs averaged 25@50c higher today than last Thursday, light lights and pigs 50c higher, packing sows 40@50c higher; most packing sows \$11.00.

SHEEP—Fat lamb values have advanced 50c this week, best springers today \$15.90; bulk \$15.50@15.90; cull lambs 50c lower at \$11.50 largely. Aged sheep are unchanged; light mutton ewes \$7.00; heavies \$6.00.

SIOUX CITY.

(Special Letter to The National Provisioner.)

Sioux City, Ia., May 27, 1925.

CATTLE—The cattle trade is not developing anything of encouraging interest to the selling side of the trade this week. Receipts are running much the same as last week, the three day total being 9,700.

Prices for the strictly good to choice beeves of light weight are holding around steady compared with the close of last week, but everything else is unevenly weak to around 25c lower, and the mid-week trade is of slow movement.

One prime lot of strong weight yearlings sold at \$12.00 yesterday, which is high market for the spring. Bulk of good to choice beeves of light to medium weight, \$9.50@10.50; medium to good all weights, \$8.25@9.50; common lots from \$8.00 down, killers now taking some of the light stock at around \$7.00@7.50.

Bulk of cows and heifers are showing declines of 25@40c, with prices ranging at \$5.00@7.00 for good kinds, a few on choice corn fed order higher, fair to good cows, \$4.00@5.00 and the canner grades down to \$2.75.

Best veal calves, \$9.30.

HOGS—The hog market is running an uneven race this week, as it has been for some weeks. Receipts today were 13,000 and for the half week 33,000.

The market was rather steadier today than on former days of the week and prices were generally on a basis of the best time yesterday. Bulk of all hogs sold in a range of \$11.65@11.85, with the latter the outside. Only out grades and underweight light had to sell much below \$11.60.

SHEEP—Sheep receipts are almost nothing at this point. Undertone of the market is strong. Choice clipped lambs are quoted at \$13.50.

ST. PAUL.

(Reported by U. S. Bureau of Agricultural Economics and Minnesota Department of Agriculture.)

So. St. Paul, Minn., May 27, 1925.

CATTLE—Killing classes, after having suffered one of the severest price slumps of the season last week, have reacted slightly this week, virtually all classes, with the exception of weighty beef steers, showing a strong to 25c advance. Weighty steers, on the other hand, staged a further downturn of 10@25c, with movement extremely slow at the decline.

Mixed yearlings again reached the early month's top figure of \$10.50, other good grade offerings going between this price and \$10.00, bulk of all little cattle selling downwards to \$9.00. Medium and heavy weight beeves stopped at \$10.00, bulking largely at \$8.50@9.50.

Fat cows cashed largely at \$5.00@6.50, thick fleshed big weight kinds scoring \$7.50. Heifers are most frequent at \$6.75 @8.00; light weights up to \$9.00. Canners and cutters bulk at \$3.00@3.75; bologna bulls, from \$4.50@5.00.

HOGS—This week in the hog division opened with a 50@75c slump, decidedly heavier receipts under the western market circuit being the principal bearish factor. Tuesday a slight recovery was noted and Wednesday was featured by a sharp curtailment of receipts and a consequent 15@20c rise in prices. Compared

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References: Dun & Bradstreet

with a week ago prices are practically unchanged.

Bulk of the butcher and bacon hogs of all weights cashed today at \$11.65@11.75, with the top price of \$11.85 taking a few loads of sorted lights. Packing sows were sorted out at \$10.25 for the bulk. Pigs met an advance of 25c, bulk closing at \$12.00.

SHEEP—Fat lambs have recovered all of last week's losses, better old crop shorn lambs being quotable upward to \$13.00 or around 75c higher. Odd lots of spring lambs cashed today at \$15.00@15.25, with handy weight ewes selling at \$7.50 @8.00.

PACKERS' PURCHASES.

Purchases of livestock by packers at principal centers for the week ending Saturday, May 23, 1925, are reported to The National Provisioner as follows:

CHICAGO.

| | Cattle. | Hogs. | Sheep. |
|--|---------|--------|--------|
| Armour & Co. | 5,711 | 11,700 | 22,945 |
| Swift & Co. | 6,742 | 5,800 | 24,839 |
| Morris & Co. | 4,744 | 3,900 | 8,366 |
| Wilson & Co. | 4,442 | 6,200 | 6,163 |
| Anglo-American Prov. Co. | 1,017 | 4,300 | ..... |
| G. H. Hammond Co. | 3,623 | 3,000 | ..... |
| Libby, McNeill & Libby. | 1,165 | ..... | ..... |
| Brennan Packing Co., 4,900 hogs; Miller & Hart, 3,600 hogs; Independent Packing Co., 5,000 hogs; Boyd, Lunham & Co., 4,300 hogs; Western Packing & Provision Co., 6,500 hogs; Roberts & Onke, 5,700 hogs; others, 18,200 hogs. | | | |

KANSAS CITY.

| | Cattle. | Calves. | Hogs. | Sheep. |
|-----------------|---------|---------|--------|--------|
| Armour & Co. | 3,876 | 1,270 | 4,055 | 4,571 |
| Cudahy Pkg. Co. | 3,302 | 1,480 | 3,033 | 5,286 |
| Fowler Pkg. Co. | 287 | 7 | ..... | ..... |
| Morris & Co. | 2,733 | 1,367 | 2,410 | 2,447 |
| Swift & Co. | 4,078 | 1,128 | 3,598 | 6,747 |
| Wilson & Co. | 3,633 | 310 | 3,434 | 4,073 |
| Local butchers | 1,025 | 170 | 621 | 36 |
| Total | 19,134 | 5,738 | 19,151 | 23,760 |

OMAHA.

| | Cattle and Calves. | Hogs. | Sheep. |
|--------------------------|--------------------|--------|--------|
| Armour & Co. | 3,933 | 11,718 | 5,998 |
| Cudahy Pkg. Co. | 5,066 | 13,190 | 8,249 |
| Dold Pkg. Co. | 931 | 6,936 | ..... |
| Morris & Co. | 3,136 | 5,831 | 3,496 |
| Swift & Co. | 4,230 | 10,623 | 8,750 |
| Glassburg, M. | 7 | ..... | ..... |
| Hoffman Pkg. Co. | 41 | ..... | ..... |
| Mayerowich & Vall | 56 | ..... | ..... |
| Mid-West Pkg. Co. | 70 | ..... | ..... |
| Omaha Pkg. Co. | 50 | ..... | ..... |
| John Roth & Son | 96 | ..... | ..... |
| South Omaha Pkg. Co. | 100 | ..... | ..... |
| Lincoln Pkg. Co. | 186 | ..... | ..... |
| Nagle Pkg. Co. | 177 | ..... | ..... |
| Sinclair Pkg. Co. | 232 | ..... | ..... |
| Wilson & Co. | 370 | ..... | ..... |
| Kennett-Murray & Co. | ..... | 7,128 | ..... |
| J. W. Murphy | ..... | 13,800 | ..... |
| Other hog buyers, Omaha. | ..... | 6,458 | ..... |
| Total | 18,750 | 75,684 | 26,413 |

ST. LOUIS.

| | Cattle and Calves. | Hogs. | Sheep. |
|----------------------------|--------------------|--------|--------|
| Armour & Co. | 3,003 | 5,876 | 2,126 |
| Swift & Co. | 4,933 | 6,453 | 2,965 |
| Morris & Co. | 2,973 | 3,066 | 2,138 |
| St. Louis Dressed Beef Co. | 1,389 | ..... | ..... |
| East Side Pkg. Co. | 1,089 | 4,353 | 44 |
| Independent Pkg. Co. | 631 | ..... | 60 |
| Hell Pkg. Co. | 30 | 1,637 | ..... |
| American Pkg. Co. | 26 | 1,469 | 41 |
| Krey Pkg. Co. | 105 | 923 | ..... |
| Sartorius Pkg. Co. | 11 | 448 | ..... |
| Sieloff Pkg. Co. | 93 | 1,094 | ..... |
| Butchers | 10,507 | 49,823 | 957 |
| Total | 24,760 | 75,742 | 8,331 |

ST. JOSEPH.

| | Cattle. | Calves. | Hogs. | Sheep. |
|--------------|---------|---------|--------|--------|
| Swift & Co. | 2,452 | 897 | 9,221 | 16,024 |
| Armour & Co. | 1,951 | 556 | 4,232 | 4,474 |
| Morris & Co. | 1,378 | 700 | 4,909 | 3,413 |
| Others | 2,436 | 98 | 11,453 | 979 |
| Total | 7,917 | 2,251 | 20,805 | 24,910 |

SIoux CITY.

| | Cattle. | Calves. | Hogs. | Sheep. |
|-----------------------------------|---------|---------|--------|--------|
| Cudahy Pkg. Co. | 2,751 | 255 | 15,778 | 116 |
| Armour & Co. | 2,971 | 227 | 13,562 | 48 |
| Swift & Co. | 1,789 | 167 | 6,836 | 207 |
| Sacks Pkg. Co. | 86 | ..... | ..... | ..... |
| Smith Bros. Pkg. Co. | 60 | 25 | ..... | ..... |
| Local butchers | 132 | 49 | 8 | ..... |
| Order buyers and packer shipments | 1,721 | ..... | 20,026 | ..... |
| Total | 9,510 | 780 | 65,210 | 371 |

OKLAHOMA CITY.

| | Cattle. | Calves. | Hogs. | Sheep. |
|--------------|---------|---------|-------|--------|
| Morris & Co. | 1,595 | 630 | 2,427 | 52 |
| Wilson & Co. | 1,637 | 765 | 1,910 | 66 |
| Others | 85 | 7 | 308 | ..... |
| Total | 3,327 | 1,402 | 4,654 | 118 |

INDIANAPOLIS.

| | Cattle. | Calves. | Hogs. | Sheep. |
|------------------------|---------|---------|--------|--------|
| Eastern buyers | 2,188 | 3,866 | 20,990 | 206 |
| Kingan & Co. | 1,660 | 558 | 7,718 | 330 |
| Armour & Co. | 229 | 74 | 2,489 | 16 |
| Indianapolis Abat. Co. | 928 | 78 | 35 | 58 |
| Hilgemeler Bros. | ..... | ..... | 940 | ..... |
| Brown Bros. | 163 | 26 | ..... | 11 |
| Bell Pkg. Co. | 107 | 12 | 503 | ..... |
| Schussler Pkg. Co. | 54 | ..... | 307 | ..... |
| Meier Pkg. Co. | 66 | 21 | 308 | ..... |
| Indianapolis Prov. Co. | ..... | ..... | 286 | ..... |
| Riverview Pkg. Co. | 5 | ..... | 233 | ..... |
| Hoosier Pkg. Co. | 71 | 70 | ..... | 40 |
| Art. Wahritz | 8 | ..... | ..... | ..... |
| Others | 433 | 155 | 39 | 20 |
| Total | 5,912 | 4,865 | 33,856 | 681 |

CINCINNATI.

| | Cattle. | Calves. | Hogs. | Sheep. |
|--------------------------|---------|---------|--------|--------|
| E. Kahns Sons' Co. | 682 | 439 | 2,778 | 98 |
| Kroger Groc. & Bak. Co. | 245 | 110 | 1,617 | ..... |
| Gus Juengling | 171 | 109 | ..... | 51 |
| J. & F. Schroth Pkg. Co. | 17 | ..... | 2,474 | ..... |
| J. Hilberg's Sons | 181 | 40 | ..... | 48 |
| Wm. G. Rehn's Sons | 155 | 12 | ..... | ..... |
| Peoples' Pkg. Co. | 52 | 147 | ..... | ..... |
| A. Sander Pkg. Co. | ..... | ..... | 1,203 | ..... |
| Sam Gall | 18 | ..... | 619 | ..... |
| J. Schlachter's Sons | 277 | 335 | ..... | 158 |
| H. H. Meyer Pkg. Co. | 31 | ..... | 2,596 | ..... |
| Total | 1,829 | 1,252 | 10,528 | 974 |

MILWAUKEE.

| | Cattle. | Calves. | Hogs. | Sheep. |
|-------------------------|---------|---------|-------|--------|
| Plankinton Pkg. Co. | 1,346 | 11,200 | 4,820 | 25 |
| United Dressed Beef Co. | 112 | ..... | ..... | ..... |
| The Layton Co. | ..... | ..... | 238 | ..... |
| G. Guma | 82 | ..... | 139 | ..... |
| F. C. Gross | 75 | ..... | 30 | ..... |
| Swift, Harrisburg, Pa. | 65 | ..... | ..... | ..... |
| Local butchers | 256 | 496 | 25 | 57 |
| Local traders | 332 | 156 | 20 | 1 |
| Total | 2,266 | 11,912 | 5,291 | 83 |

WICHITA.

| | Cattle. | Calves. | Hogs. | Sheep. |
|-----------------|---------|---------|--------|--------|
| Cudahy Pkg. Co. | 900 | 587 | 7,965 | 585 |
| Dold Pkg. Co. | 354 | 107 | 4,449 | ..... |
| Local butchers | 184 | ..... | ..... | ..... |
| Total | 1,528 | 694 | 12,414 | 585 |

DENVER.

| | Cattle. | Calves. | Hogs. | Sheep. |
|---------------|---------|---------|-------|--------|
| Swift & Co. | 692 | 314 | 1,940 | 1,157 |
| Armour & Co. | 609 | 213 | 2,162 | 2,056 |
| Blayne-Murphy | 304 | 83 | 792 | ..... |
| Others | 385 | 363 | 1,088 | 328 |
| Total | 2,190 | 973 | 5,982 | 3,541 |

ST. PAUL.

| | Cattle. | Calves. | Hogs. | Sheep. |
|---------------|---------|---------|--------|--------|
| Armour & Co. | 3,074 | 6,125 | 15,554 | 1,057 |
| Hertz Bros. | 248 | 60 | ..... | ..... |
| Katz Pkg. Co. | 1,094 | 245 | ..... | ..... |
| Swift & Co. | 4,253 | 9,587 | 25,226 | 540 |
| Others | 1,174 | 60 | 12,916 | ..... |
| Total | 9,843 | 16,096 | 53,696 | 1,603 |

RECAPITULATION.

Recapitulation of packers' purchases by market for the week ending May 23, 1925, with comparisons:

| | CATTLE. | Calves. | Hogs. | Sheep. |
|---------------------------|---------|---------|---------|--------|
| Week ending May 23, 1925. | | | | |
| Chicago | 27,444 | 30,879 | 33,819 | ..... |
| Kansas City | 19,124 | 19,973 | 21,999 | ..... |
| Omaha | 18,750 | 22,145 | 29,288 | ..... |
| St. Louis | 24,760 | 23,931 | 21,945 | ..... |
| St. Joseph | 7,917 | 7,421 | 10,694 | ..... |
| Sioux City | 9,510 | 9,433 | 10,450 | ..... |
| Oklahoma City | 3,327 | 3,017 | 2,988 | ..... |
| Indianapolis | 5,912 | 5,912 | 4,820 | ..... |
| Cincinnati | 1,829 | 1,739 | 1,640 | ..... |
| Milwaukee | 2,266 | 2,266 | 1,705 | ..... |
| Wichita | 1,528 | 1,642 | 1,105 | ..... |
| Denver | 2,190 | 2,209 | 3,005 | ..... |
| St. Paul | 9,843 | 10,400 | 6,749 | ..... |
| Total | 134,419 | 140,534 | 150,087 | ..... |

HOGS.

| | Week ending May 23, 1925. | Prev. week. | Cor. week. |
|---------------|---------------------------|-------------|------------|
| Chicago | 81,100 | 103,700 | 134,500 |
| Kansas City | 19,151 | 21,865 | 30,280 |
| Omaha | 18,750 | 22,145 | 29,288 |
| St. Louis | 24,742 | 23,931 | 21,945 |
| St. Joseph | 20,805 | 20,962 | 46,641 |
| Sioux City | 20,805 | 20,962 | 46,641 |
| Oklahoma City | 3,327 | 3,017 | 2,988 |
| Indianapolis | 5,912 | 5,912 | 4,820 |
| Cincinnati | 1,829 | 1,739 | 1,640 |
| Milwaukee | 2,266 | 2,266 | 1,705 |
| Wichita | 1,528 | 1,642 | 1,105 |
| Denver | 2,190 | 2,209 | 3,005 |
| St. Paul | 9,843 | 10,400 | 6,749 |
| Total | 134,419 | 140,534 | 150,087 |

SHEEP.

| | Week ending May 23, 1925. | Prev. week. | Cor. week. |
|---------------|---------------------------|-------------|------------|
| Chicago | 81,100 | 73,739 | 30,775 |
| Kansas City | 19,151 | 20,739 | 19,280 |
| Omaha | 18,750 | 20,236 | 15,414 |
| St. Louis | 8,331 | 7,063 | 8,121 |
| St. Joseph | 24,910 | 28,174 | 17,540 |
| Sioux City | 371 | 774 | 433 |
| Oklahoma City | 118 | 76 | 578 |
| Indianapolis | 681 | 344 | 943 |
| Cincinnati | 974 | 624 | 633 |
| Milwaukee | 83 | 327 | 111 |
| Wichita | 585 | 547 | 1,009 |
| Denver | 4,041 | 4,241 | 4,003 |
| St. Paul | 1,603 | 2,553 | 1,514 |
| Total | 153,683 | 181,199 | 100,592 |

RECEIPTS AT CENTERS.

SATURDAY, MAY 23, 1925.

| | Cattle. | Hogs. | Sheep. |
|------------------|---------|--------|--------|
| Chicago | 500 | 5,000 | 1,000 |
| Kansas City | 400 | 4,000 | ..... |
| Omaha | 100 | 14,500 | 100 |
| St. Louis | 500 | 4,500 | 300 |
| Sioux City | 200 | 14,000 | ..... |
| St. Paul | 100 | 100 | ..... |
| Oklahoma City | 400 | 100 | ..... |
| Fort Worth | 500 | 200 | ..... |
| Milwaukee | ..... | 100 | ..... |
| Denver | 200 | 100 | 100 |
| Louisville | 100 | 400 | 200 |
| Wichita | 200 | 300 | ..... |
| Pittsburgh | 300 | 6,000 | 100 |
| Cincinnati | 300 | 1,000 | 100 |
| Buffalo | 300 | 1,600 | 1,900 |
| Cleveland | 200 | 1,300 | 1,000 |
| Nashville, Tenn. | ..... | 200 | ..... |
| Toronto | 200 | 100 | ..... |

MONDAY, MAY 25, 1925.

| | Cattle. | Hogs. | Sheep. |
|------------------|---------|--------|--------|
| Chicago | 18,000 | 63,000 | 14,000 |
| Kansas City | 11,000 | 13,000 | 5,500 |
| Omaha | 6,500 | 20,000 | 4,000 |
| St. Louis | 6,500 | 16,000 | 3,000 |
| St. Joseph | 2,400 | 7,000 | 2,500 |
| Sioux City | 3,300 | 9,000 | 500 |
| St. Paul | 3,800 | 16,000 | 500 |
| Oklahoma City | 1,000 | 1,100 | ..... |
| Fort Worth | 4,000 | 1,000 | 700 |
| Milwaukee | 2,400 | 1,400 | 800 |
| Denver | 700 | 800 | 600 |
| Louisville | 1,800 | 3,000 | 200 |
| Wichita | 800 | 6,000 | 100 |
| Indianapolis | 1,400 | 5,500 | 3,000 |
| Pittsburgh | 1,500 | 4,600 | ..... |
| Cincinnati | 2,200 | 9,000 | 4,000 |
| Buffalo | 800 | 3,500 | 2,600 |
| Cleveland | 200 | 700 | 200 |
| Nashville, Tenn. | ..... | ..... | ..... |
| Toronto | ..... | ..... | ..... |

TUESDAY, MAY 26, 1925.

| | Cattle. | Hogs. | Sheep. |
|------------------|---------|--------|--------|
| Chicago | 10,000 | 28,000 | 9,000 |
| Kansas City | 8,000 | 13,000 | 4,000 |
| Omaha | 8,500 | 16,000 | 4,000 |
| St. Louis | 8,700 | 23,000 | 2,500 |
| St. Joseph | 3,000 | 6,000 | 1,900 |
| Sioux City | 4,000 | 11,000 | ..... |
| St. Paul | 2,800 | 12,000 | 200 |
| Oklahoma City | 800 | 900 | ..... |
| Fort Worth | 2,000 | 300 | 300 |
| Milwaukee | 800 | 1,800 | 100 |
| Denver | 700 | 3,600 | 700 |
| Louisville | 200 | 800 | ..... |
| Wichita | 500 | 2,000 | 100 |
| Indianapolis | 1,500 | 10,000 | 200 |
| Pittsburgh | 100 | 1,000 | 400 |
| Cincinnati | 400 | 5,100 | 500 |
| Buffalo | 100 | 1,500 | 1,500 |
| Cleveland | 200 | 1,500 | 1,000 |
| Nashville, Tenn. | 100 | 600 | ..... |
| Toronto | 3,400 | 1,900 | 200 |

HIDE AND SKIN MARKETS

(SHOE AND LEATHER REPORTER)

Chicago.

PACKER HIDES—The situation in all varieties of packer hides is quiet. Most killers have cleaned out the popular lines of material and retain only the slow moving lots. Native steers were last sold at 14½c; Texas are held for that rate but traders think 14c a high price. Butts last sold at 14c; Colorados recently made 13c; branded cows at 13c are well sold up; buyers consider the price a little high by comparison with Colorados; heavy cows 13½c asked; buyers views much lower and not expressed; lights 13½c last paid; some light offerings are reported. Native bulls last sold at 10½@11c for points and brands 9½@10c for points; small packer hides 13c asked for April kill.

COUNTRY HIDES—There is a little demand for extremes, generally of the better sort and aside from this interest the country situation is inclined toward quietness. Fancy descriptions of extremes are bringing 13½@14c, range and mediocre varieties down to 13c. Collections of hides in the originating sections are small. All weights rate at 11½@11¾c as the business basis for current receipts with asking rates up to 12c; heavy steers are quiet and nominal around 12@12½c; heavy cows 11c for business; some held higher; buffs 11½@11¾c as buyers views, while sellers talk up to 12c still. Extremes are meeting with fair call, the better sorts getting attention at 13½@14c; branded country hides, 10@10½c flat; country packers 11@13c; bulls 9@9½c last paid; country packer bulls 10@10½c, glue hides 7½@8c.

CALFSKINS—Recent business tended to clean most holdings of skins, in both packer and city varieties. Packer kip-skins sold at 17@15½@13½c for about 12,000 April forward goods of packer take-off, leaving very few unsold. City kip-skins rule quiet and nominal around 16c; Country varieties 13@15c. In calfskins, local city collectors while endeavoring to get 21¼@21½c are willing to consider 21c bids. Packer qualities last sold at 23c; some offered at that and others held for 24c. Outside cities are quoted around 19@21c as to descriptions, sections and sellers. Resalted lines 18-19c and countries 16@18c for business. Deacons have been in fair call at \$1.15@1.25; and cities, \$1.45; slunks, \$1.05@1.10.

MISCELLANEOUS MARKETS—Dry hides show no change, being quoted 19½@20c for business. Stocks are small. Horse hides are quoted quiet steady to strong at \$4.50@5.00 for good average country mixtures with renderers quoted at \$5.00@5.50. Packer pelts are meeting with slow sale and rated at \$2.25@2.75 as to descriptions, pullers being slow buyers. Spring lambs, \$1.25@1.50; shearlings, \$1.10@1.20 for packers and small packers down to \$1.00@1.05. Dry pelts, 26@28c as to new business basis. Stocks are small. Hogskins 15@35c; strips, 5@6c.

New York.

NEW YORK PACKER HIDES—In-action marked city slaughter stock, except that one killer is reported to have sold May native steers privately. Whether this means a higher price or not is not known, but sellers have been trying for advances when natives alone were wanted, similar to the efforts expended in the west. Last business in May stock was at 13½c; butts were quoted 13½c and Colorados sold earlier in the week in a general way at 12½c. Cows are quiet with 13c nominal quoted; bulls 10½c.

OUTSIDE PACKER HIDES—Nothing new has developed in eastern types of material. The heavy averages of most

offerings narrow the outlets considerably. Some mid western packer April-May kill sold at 13c and additional business was noted in straight Mays at 13½c. Eastern all weights are quoted at 12½@12¾c for business and recently paid. Efforts are being made to get 13c for late kill alone.

COUNTRY HIDES—Movement continues confined to narrow limits for the most part but some quiet business is passing from time to time, more in the nature of specialties where tanners want only certain weights or types for leathers at present in demand. Southern light stock of best description is reported sold as high as 13½c flat, and some additional business at that figure with kips included at 14c. Middle section southern lights to 50 lbs. quoted at 12½@13c flat for descriptions with quiet business passing. Canadian 25@50's sold at 13½c flat containing a very large percentage of No. 1's. Mid western extremes of quality are generally held at 13½@14c, as to grub content and occasional business is reported. Northwestern 25@45's offered at 13½c selected carrying a minimum of grubs. Western 25@50's about a fourth grubby sold at 13c. Buffs of mid western description 11½@12c; westerns 11c up and southern 50 lbs. up at 10¾@11c flat last paid.

CALFSKINS—City skins are well sold out and firm in tone at \$1.85@2.40@3.00, with outlets lately to both domestic and export buyers. Outside skins are also well picked up at valued \$1.60@1.75 on lights. Outside 4@5's quoted \$1.25@1.45 as to lots. Foreign skins are held quite firmly as a rule. Untrimmed domestics 19@20½c for cities.

FOREIGN WET SALTED HIDES.

The cause for the strength in frigorifico stock is not apparent on the surface but the fact remains that both Argentine and Montevideo steers are working toward higher ground with European buyers leading the market as far as purchases are concerned. Swift Montevideo steers advanced to \$41.00 on movement of 5,000 late slaughter stock, figuring 18c landed N. Y. basis, but for the account of European tanners. Previously a thousand Artigas sold at the former rate of \$40.00, or 17½c landed basis. Argentine steers last sold at \$36.50, or 16½@16¾c as to exchange, finances being against the buyer to a greater degree than for some time. Cows have been selling at 14½c landed and as a rule are held higher.

CANADIAN LIVESTOCK PRICES.

Summary of top prices for livestock at leading Canadian centers for the week ending May 21, 1925, with comparisons:

| BUTCHER STEERS. | | | | |
|--------------------|------------------|--------------------------|-------------------------------|--------------------------|
| | 1,000-1,200 lbs. | Week ended May 21, 1925. | Same week ended May 14, 1924. | Week ended May 14, 1925. |
| Toronto | | \$ 8.25 | \$ 8.00 | \$ 8.25 |
| Montreal (W) | | 8.00 | 7.75 | 8.00 |
| Montreal (E) | | 8.00 | 7.75 | 8.00 |
| Winnipeg | | 7.25 | 6.75 | 7.50 |
| Calgary | | 7.15 | 6.25 | 7.40 |
| Edmonton | | 7.00 | 6.50 | 7.50 |
| VEAL CALVES. | | | | |
| Toronto | | 11.00 | 11.50 | 11.00 |
| Montreal (W) | | 8.25 | 8.00 | 8.00 |
| Montreal (E) | | 8.25 | 8.00 | 8.00 |
| Winnipeg | | 8.00 | 8.00 | 8.00 |
| Calgary | | 10.00 | 8.00 | 10.50 |
| Edmonton | | 9.00 | 8.00 | 9.00 |
| SELECT BACON HOGS. | | | | |
| Toronto | | 14.87 | 9.20 | 14.06 |
| Montreal (W) | | 13.75 | 8.75 | 13.62 |
| Montreal (E) | | 13.75 | 8.75 | 13.62 |
| Winnipeg | | 12.25 | 7.81 | 13.03 |
| Calgary | | 12.76 | 7.81 | 12.65 |
| Edmonton | | 12.45 | 7.05 | 12.75 |
| GOOD LAMBS. | | | | |
| Toronto | | 15.50 | 16.00 | 17.00 |
| Montreal (W) | | 10.75 | 8.00 | 10.00 |
| Montreal (E) | | 10.75 | 8.00 | 10.00 |
| Winnipeg | | 12.75 | 13.00 | 12.75 |
| Calgary | | 13.00 | 13.25 | 13.00 |
| Edmonton | | 13.50 | 13.50 | 13.50 |

†Per head.

SLAUGHTER REPORTS.

Special reports to The National Provisioner show the number of livestock slaughtered at the following centers for the week ending May 23, 1925:

| CATTLE. | | | |
|--------------------------|---------------------------|-------------|------------------|
| | Week ending May 23, 1925. | Prev. week. | Cor. week, 1924. |
| Chicago | 27,444 | 30,879 | 33,819 |
| Kansas City | 24,872 | 25,424 | 28,848 |
| Omaha | 17,559 | 20,592 | 27,570 |
| East St. Louis | 20,599 | 10,511 | 17,804 |
| St. Joseph | 7,707 | 7,494 | 9,517 |
| St. Louis | 7,165 | 7,580 | 8,504 |
| Cudahy | 951 | 850 | 1,035 |
| Fort Worth | 8,156 | 7,533 | 9,909 |
| Philadelphia | 1,954 | 2,371 | 2,473 |
| Indianapolis | 1,482 | 2,483 | 2,068 |
| Boston | 1,504 | 1,437 | 1,846 |
| New York and Jersey City | 10,631 | 11,134 | 10,555 |
| Oklahoma City | 4,720 | 4,199 | 4,427 |
| HOGS. | | | |
| Chicago | 81,100 | 103,700 | 134,500 |
| Kansas City | 17,151 | 21,865 | 39,290 |
| Omaha | 45,559 | 40,584 | 63,264 |
| East St. Louis | 31,962 | 24,589 | 47,081 |
| St. Joseph | 18,563 | 17,753 | 35,251 |
| St. Louis | 30,855 | 35,022 | 39,344 |
| Cudahy | 16,498 | 10,543 | 21,325 |
| Ottumwa | 11,312 | 12,984 | 18,451 |
| Fort Worth | 4,408 | 4,490 | 3,919 |
| Philadelphia | 14,975 | 14,391 | 21,164 |
| Indianapolis | 15,141 | 17,367 | 18,561 |
| Boston | 9,355 | 9,420 | 16,041 |
| New York and Jersey City | 50,503 | 41,251 | 51,990 |
| Oklahoma City | 4,654 | 3,713 | 5,291 |
| SHEEP. | | | |
| Chicago | 62,313 | 73,739 | 80,775 |
| Kansas City | 23,700 | 26,739 | 19,290 |
| Omaha | 25,255 | 37,529 | 13,737 |
| East St. Louis | 6,856 | 6,265 | 8,833 |
| St. Joseph | 23,911 | 20,471 | 16,653 |
| St. Louis | 433 | 1,113 | 684 |
| Cudahy | 256 | 303 | 262 |
| Fort Worth | 2,193 | 3,359 | 17,280 |
| Philadelphia | 6,063 | 5,839 | 4,218 |
| Indianapolis | 703 | 778 | 217 |
| Boston | 6,132 | 6,135 | 4,917 |
| New York and Jersey City | 38,094 | 43,827 | 27,270 |
| Oklahoma City | 118 | 76 | 578 |

CHICAGO HIDE QUOTATIONS.

Quotations on hides at Chicago for the week ending May 30, 1925, with comparisons, are as follows:

| PACKER HIDES. | | | |
|---------------------------|--------------------------|--------------------------|--------------------------|
| | Week ending May 30, '25. | Week ending May 23, '25. | Corresponding week 1924. |
| Spread native steers | @10c | @10c | 14½@15c |
| Heavy native steers | 14½@14½c | 14½@14½c | 12½@13c |
| Heavy butt steers | @14½c | @14½c | @12c |
| Heavy butt branded steers | @14c | @14c | @12c |
| Heavy Colorado steers | @13c | @13c | @11c |
| Ex-Light Texas steers | @13c | @13c | @ 9c |
| Branded cows | @13c | @13c | @ 9c |
| Heavy native cows | 13 @13½c | 13½@13½c | 10½@11c |
| Light native cows | 13½@13½c | @13½c | 10½@11c |
| Native bulls | @11c | @11c | 8½@9c |
| Branded bulls | 9½@9½c | 9½@9½c | 7 @ 7½c |
| Calfskins | @25c | @25c | 20½@21c |
| Kip | 17 @17½c | 17 @17½c | 16½@17½c |
| Kips, overwt. | @15½c | @15½c | ..... |
| Kips, branded | @13½c | 13 @13½c | ..... |
| Slunks, regular | 1.05@1.10 | @1.05 | @1.25 |
| Slunks, hairless | 60 @65c | 60 @65c | @40c |

Light, Native, Butts, Colorado and Texas steers 1c per lb. less than heavies.

CITY AND SMALL PACKERS.

| | Week ending May 30, '25. | Week ending May 23, '25. | Corresponding week 1924. |
|----------------------|--------------------------|--------------------------|--------------------------|
| Natives, all weights | @13½c | @13c | @10c |
| Bulls, native | @11c | @11c | @ 8½c |
| Br. str. hds. | @12½c | @12½c | @ 8½c |
| Calafkins | @19½c | @19½c | @18c |
| Kip | @14½c | 14½@15c | @15c |
| Slunks, hairless | @1.00 | @1.00 | \$1.50@1.00 |
| No. 1 | 25 @30c | 25 @30c | 35 @40c |

COUNTRY HIDES.

| | Week ending May 30, '25. | Week ending May 23, '25. | Corresponding week 1924. |
|------------------|--------------------------|--------------------------|--------------------------|
| Heavy steers | 12 @12½c | 12 @12½c | 9½@10½c |
| Heavy cows | 11 @11½c | 11 @11½c | 8 @ 8½c |
| Butts | 11½@12c | 11½@12c | 8 @ 8½c |
| Extremes | 13 @14c | 13 @14c | 10 @11c |
| Bulls | 8½@9c | 8½@9c | 7 @ 7½c |
| Branded hides | 9½@10c | 9½@10c | 7 @ 7½c |
| Calfskins | 13 @13½c | 14½@15c | 14 @15c |
| Kip | 13 @13½c | 13 @13½c | 12 @13c |
| Light calf | \$0.90@1.00 | \$0.90@1.00 | \$1.15@1.25 |
| Deacons | \$0.80@0.90 | \$0.80@0.90 | \$1.00@1.10 |
| Slunks, regular | \$0.80@0.90 | \$0.80@0.90 | \$0.90@1.00 |
| Slunks, hairless | \$0.25@0.35 | \$0.25@0.35 | \$0.25@0.30 |
| Horsehides | \$4.25@5.25 | \$4.25@5.25 | \$4.00@4.50 |
| Hogskins | \$0.25@0.30 | \$0.25@0.30 | \$0.25@0.30 |

SHEEPSKINS.

| | Week ending May 30, '25. | Week ending May 23, '25. | Corresponding week 1924. |
|----------------|--------------------------|--------------------------|--------------------------|
| Large packers | \$2.25@2.75 | \$2.25@2.50 | \$3.00@3.25 |
| Small packers | \$2.25@2.75 | \$2.25@2.50 | \$2.50@3.00 |
| Fkrs, shear'gs | \$1.10@1.15 | \$1.10@1.15 | \$1.00@1.10 |
| Dry pelts | \$0.25@0.28 | \$0.25@0.30 | \$0.25@0.30 |

ICE AND REFRIGERATION

ICE NOTES.

A new cold storage plant is to be constructed in Reno, Nev., by the Humphrey Supply Company.

It is planned to erect a cold storage plant in Albany, N. Y., as a part of the new Albany port development. The plant would be owned by the city of Albany and the Standard Oil Company.

Floyd Pollan has sold his ice storage plant in Rice, Tex., to the City Meat Market.

Rolling Fork Ice Company has been incorporated in Rolling Fork, Miss., with a capital stock of \$25,000 by T. T. Bailey, of Rolling Fork, and T. J. Jackson, of Memphis, Tenn.

The Chamber of Commerce of Temple, Tex., is said to be interested in the erection of a \$150,000 ice plant in that city.

New Electric Ice Company plans to erect a new \$50,000 ice plant in Ft. Lauderdale, Fla.

Diamond Ice Company, Knoxville, Tenn., has increased its capital stock to \$100,000.

Delta Ice & Fuel Company has been incorporated in Clarksdale, Miss., with a capital stock of \$50,000 by Chas. A. Zilker and J. M. Brady.

Arlington Ice Company, Fort Worth, Tex., has increased its capital stock from \$30,000 to \$60,000.

REFRIGERATING ENGINEERS.

The twelfth western meeting of the American Society of Refrigerating Engineers was held at the Hotel Wisconsin, Milwaukee, Wis., on May 20, 21 and 22,

1925. The convention was held at the same time as that of the American Society of Mechanical Engineers, and one meeting on the test code for refrigerating systems was held jointly.

Among the interesting papers presented at the meeting were, the following:

"Modern Refrigerating Practice and Its Exacting Requirements," by Van Rensselaer H. Greene, president American Society of Refrigerating Engineers, New York City.

"Motor Drives for Ammonia Compressors," by Theodore Schou, Chief Engineer, Ideal Electric & Manufacturing Co., Mansfield, Ohio.

"Modern Trend in Applying Ozone to Cold Storage," by F. E. Hartman, chief chemist, U. S. Ozone Co., Scottsdale, Pa.

"Fly Wheel Requirements for Unbalanced Reciprocating Compressors," by C. W. Cutler, General Electric Co., Schenectady, N. Y.

A dinner dance on Thursday evening was a feature, as was the very splendid entertainment provided for the ladies, under the direction of Mrs. Emil Vilter, Milwaukee, Wis. Another enjoyable feature was a visit to the plant of the Vilter Manufacturing Company on Thursday, where luncheon was served.

The Hill Non-Condensable Gas Separator

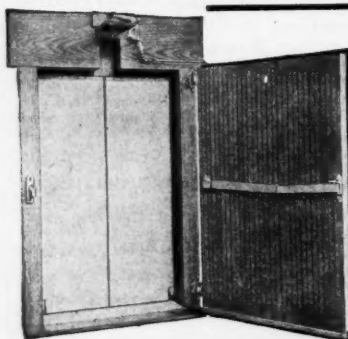
is

A gas separator that will remove all non-condensable gases from your refrigerating system without causing any loss of time or ammonia. This is our guarantee.

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It Can't Forget to Close Itself STEVENSON'S "Door That Cannot Stand Open"

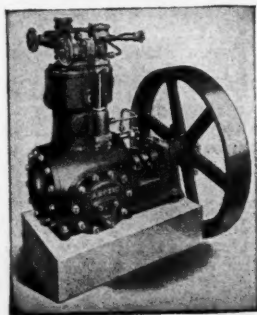
Its flapper doors always closed unless filled with passing goods or man. No outrush of dry cold air, no inrush of warm moist air.

Bulletin No. 48, FREE, shows how it saves its cost in a single month.

Stevenson Cold Storage Door Co.

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**Durable
Reliable
Economical**



The Arctic Junior
Refrigerating Machine.

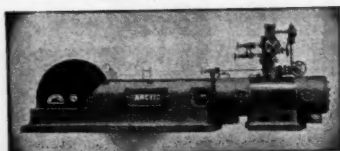
**Leak Proof
Fool Proof
Uniform**

*Somebody
near you
has one*

**The Arctic Ice Machine Co.
Canton, Ohio**

*We'd like
to hear
from you*

Arctic Horizontal
Ammonia Compressor



EDUCATION HELPS PACKER.

(Continued from page 24.)

had casual visitors to the packing plant ask me, upon seeing a truck of fat, what kind it was. They couldn't tell the difference between beef fat and hog fat.

The average farmer knows the difference between these two fats, but he might stand in wonderment if he was asked to name the source of a truck of oleo stock.

The average packing house foreman who has worked in the oil department is perfectly familiar, of course, with the source of oleo stock and can identify it by the color, odor, taste, and texture. He knows, too, that it is "seeded" or crystallized, pressed, and separated into two commercial packing house products known as oleo stearine and oleo oil.

But that is about as far probably as his knowledge of the product goes.

The technical man who has had some training in chemistry knows that oleo stock is composed of three different chemical products, known as glycerides of the fatty acids, these being olein, palmitin, and stearin. He knows that there is a difference in each one of these, due to the varying amount of hydrogen in each which determines the hardness or titre of that particular combination. He knows that these fats are made up of three elements, carbon, hydrogen, and oxygen.

It is not necessary to amplify further. This will suffice as an example of how the technically trained man has a field glass at his command which enables him to see things the untrained man cannot see.

There are only 79 or 80 simple elements known to the scientist and every material substance with which we come in contact,

—the air, soil, water, vegetation and our own bodies—are made up of various combinations of these elements. The technical man is learning constantly what new and various combinations will do.

I am sure that every gentleman in this room in his own experience has witnessed many examples of huge savings that have been made in the packing industry because of technical investigation, experimentation, and the adoption of new practices which have been developed. It would seem that the continued use of technically trained operating men is just as essential to the future success of the packing industry as is the generally accepted fact that advertising is necessary to the continued success of the business.

Packers Don't Save All.

The general public has the impression, very largely perhaps because of the famous slogan that "the packers save everything but the squeal," that the operation of packing houses is about 100 per cent perfect and perhaps that has influenced to some extent the minds and initiative of packing house operators. I had this impression when I first accepted employment in the packing industry, and was really surprised when I found some changes could be made that resulted in large savings.

My prediction is that there will be greater changes by far in packing house operations in the next quarter of a century than there have been in the last.

Many Places for Improvement.

Many, many of the things that are now being done are capable of improvement and of saving in time, product and money. This is one of the places where the Institute of American Meat Packers through its Departments of Practical Research and Technical Research is of untold value to the packing industry.

And I am equally certain that the executives of the packing companies who fail to give due consideration to the employment of technical aid are doomed to slip back from their present status in the packing world. Probably the greatest savings to be made in the packing industry in time to come are those which are to be made in the operating end.

The sales and distribution service, as now carried on by the packing industry through its refrigerator car and branch house system is exceedingly efficient and will be hard to improve upon.

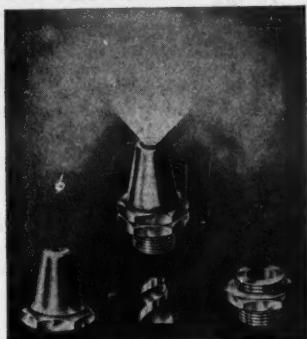
Savings in the purchasing of the product and handling of the product through various operations, and in obtaining an added revenue from by-products which may now be going to waste, is one of the most important things for the operating man to ponder over and then take action upon. This is an age of specialization and of the use of the best brains and technique which may be employed.

Don't Be Bound by Past.

If in other lines of endeavor people had listened to that time worn expression from some of the old packing house men that "we have done it this way for thirty years, and therefore, that's the way to do it,"

WEBSTER BRINE SPRAYS

Over 150,000 of these highly efficient devices have been installed in Packing Houses thruout the United States, Canada and South America.



No. 1

"THE SUCCESSFUL SYSTEMS ARE WEBSTER SYSTEMS"

Adopted as standard by leading Packers everywhere.

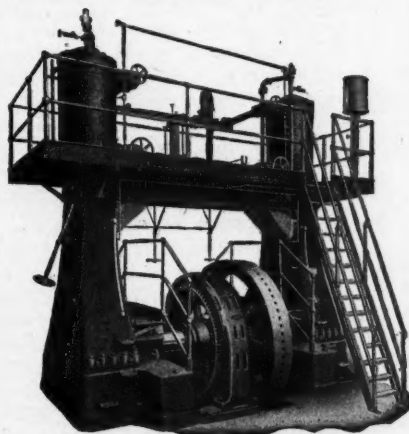
"Webster" Brine Sprays as we apply them give unparalleled results in all types of Brine Spray Refrigerating Systems whether deck, duct or tube systems.

Complete brine spray systems installed; results guaranteed.

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LAFAYETTE BUILDING, PHILADELPHIA. MONADNOCK BLOCK, CHICAGO.

York Mechanical Refrigeration



YORK Semi - Enclosed Refrigerating Machine

The unprecedented progress made by the Meat Packing Industry was due, in a large measure, to the extensive employment of Mechanical Refrigeration. Hence it is only natural that this industry should use a great many York Machines.

Our Semi-Enclosed Machine, with direct motor mounting, is particularly adapted for this service. It is a neat, clean and highly economical machine—no belts, no engine or steam lines. Built in sizes from 30 tons refrigerating capacity upwards.

Prices and complete information on application

York Manufacturing Co.
Ice Making and Refrigerating Machinery Exclusively
YORK PENNA.

Novoid Pure Corkboard

Made of specially selected, clean, dry cork granules. No foreign binder used. Every sheet thoroughly baked—no green centers. Edges and centers are square and sharp. Write for booklet.

Cork Import Corp., 345 West 40th St., New York City

Cold Storage Insulation

All Kinds of Refrigerator Construction

Glenwood Avenue
West 22nd St.

JOHN R. LIVEZEY

PHILADELPHIA, PA.

we would still be riding down Michigan Avenue in two-horse gigs and we would not have any airplanes, Twentieth Century Limited, or radio.

Great advances are being made within

the industry, and I am sure that the Institute through its research departments and by means of just such meetings as this, will be of inestimable value to its further growth and prosperity.

Vilter Refrigerating and Ice Making Plants

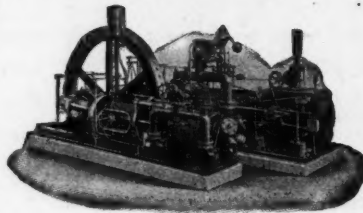
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Meat Products Industry

Horizontal Compressors
8 Tons Capacity and up

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1 to 18 Tons

Complete Data Promptly Furnished



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EST. 1867

Milwaukee, Wis.

Australian Beef Output Increasing Season Open Early with Cattle in Good Condition

(Staff Correspondence of The National Provisioner.)

Brisbane, Queensland, April 20, 1925.

All the packing plants in Queensland are slaughtering beef as fast as the cattle can be brought in to them. The season is most favorable for the production of fat cattle, and the total slaughter is likely to be well above the average.

The season has opened much earlier than usual as a result of the good conditions in the pastures. Export is taking place as soon as the beef is available, as there is no shortage of refrigerator tonnage. The cattle are much better than last year's owing to the better fattening and the abundance of feed that has been available for some time.

Unsatisfied with Hoof Prices.

The most important feature of the new season is the dissatisfaction expressed by some cattle breeders at the prices that have been offered by the plants for the cattle on the hoof. This has found expression in comments in the press and in discussions at associated meetings of producers.

The prices offered caused some disappointment. The growers had been led to believe that the markets in Great Britain and elsewhere were better and that this, coupled with a reduction in freight charges, would make them a bigger price for their cattle.

Although the rate is higher in the yards the argument is advanced that the amount paid is only for an animal that is 100 lbs. better in weight. The amounts quoted as being paid for cattle on the hoof are 14s to 17s 6d per 100 lbs. for cow beef, 18s to 22s for steer beef, leaving a loss of 3s to 6s on all cattle sold.

On the other hand, in the southern part of the State these prices are being exceeded.

Quite possibly what influenced the plant managements in not increasing last year's rates to any appreciable extent were an increase in the wages payable under order of the Arbitration Court, a weakness in the overseas market, particularly on the continent, and a decided fall in the prices of hides and tallow.

Confer on Export Prices.

A recent meeting of producers strongly criticised the action of the meat export companies and practically made a threat to invoke the aid of the State and Federal Governments. This resolution was conditionally adopted; a sub-committee was appointed to confer with the representatives of the meat companies and endeavor to come to an arrangement regarding prices. The second decision was only to take effect if no satisfaction was obtained.

One interesting statement was made at the meeting which may throw some light on the meat position in Australia. It was said that in the Argentine there are only nine packing plants, which slaughtered 831,000 tons of meat last year; while in Australia there are 54 plants which handled only 94,900 tons last year.

The number of plants and the small period of the year that they operate has been commented on by more than one visitor. This fact, however, is partly due to the cattle having to depend on the natural pastures, so that when there is a dry season they go off condition and the plants have to close down.

British Government's Help.


Notwithstanding the position in Australia, optimistic views continue to be expressed by persons associated with the meat industry. Among these is J. B. Cramsie, who was chairman of the Aus-

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tralian Meat Council, and is now visiting London. There he gave evidence before the Food Commission in which he showed that with reasonable encouragement the beef industry in Australia could greatly expand. He contended that it would be necessary to extend the beef raising industry in all the Dominions to meet the increasing demand for meat in future.

He has advocated certain assistance out of a fund proposed to be set aside by Great Britain to assist the meat industry. These include:

1. Scientific Investigation of refrigeration, especially chilling meat for long voyages.
2. Provision of free transport for British breeding cattle to the Dominions, as the existing heavy freight over long distances restricted importations.
3. A subsidy for cold storage in Britain to enable reduction of costs.
4. The subsidizing of freight on refrigerated meats for the benefit of both producers and consumers.

Must Stabilize Prices.

The new chairman of the Meat Council, A. G. Manning, M. P., takes the view that the meat industry cannot really improve until North Australia is fully developed and that this cannot be done until prices are stabilized to encourage expansion. This is interesting, because it was suggested before the Food Commission in England that the number of cattle in Australia is declining and must continue to decline, whereas there are vast tracts in the north well suited to the production of prime cattle, but not developed because of the lack of rail communication. This would enable cattle to be shipped down instead of being driven on foot, the journey taking months. This would also enable them to be sent away at an earlier age and give a chance to get "baby beef."

Organization of Australian Industry.

The Meat Industry Encouragement Act has now been put into force by proclama-

tion. It gives the Meat Council power to make recommendations to the Minister on the export and grading of meat and any matters affecting the industry. A levy will be collectable from stockowners to defray the cost of carrying on the organization.

But this has to be done through the state councils, which are only proclaimed in those states where the state parliament passes the necessary legislation. Queensland and New South Wales, the two principal beef-producing states, have already done this. It is possible that it may also be done in Victoria.

Increasing Beef Production.

A substantial effort is being made to promote the production of beef in the northern part of Western Australia. Plants at Wyndham were erected some years ago by the state government, but these have been operated at a considerable loss each year. The prospects now seem a little brighter.

Money is being spent in improving the breed of cattle, and it is suggested that the price for beef this year may be 19s per 100 lbs. for best as compared with 12s 6d in previous years. Since the plants started 107,000 head of cattle have been slaughtered there. They are just being reopened for the present season, and 140 men have been engaged to operate them. The system in practice is for the government to undertake the marketing and to share any extra profits with the owners of the cattle.

A statement that should interest Americans is that the site of the Sandown packing plant on the Paramatta river, near the capital city, Sydney, has been sold by the liquidator in the estate, to the Ford Manufacturing Company of Canada, which is establishing branches of its business in Australia. The main part of the plant will be at Geelong, in Victoria. Sandown will be an assembling plant. The packing plant was partly burned down some years ago, and has not been used since.

Operations in New Zealand.

The fattening season in the Dominion has been satisfactory and large supplies of lamb and sheep have been available. The freezing season has lasted longer than usual and during March the slaughter of lambs was very heavy. Prices have been very satisfactory to farmers.

Some delay has taken place in the shipment of meat in New Zealand owing to shipping strikes. This has not seriously affected export, however.

CHAMBER OF COMMERCE MEETS.

The 30th annual meeting of the Chamber of Commerce of the United States was held at Washington, D. C., on May 19 to 22. Several worth-while papers and discussions were presented. Resolutions were adopted reaffirming support of the world court, approving the new rules of the federal trade commission, opposing unnecessary interference in business by the government, urging further tax reduction, and others.

John W. O'Leary, of Chicago, was elected president for the coming year.

Meat Production and Consumption Statistics

Meat and livestock production and consumption figures for March, 1925, with comparisons, are compiled by the U. S. Bureau of Agricultural Economics as follows:

| CATTLE, CALVES, BEEF AND VEAL. | | | | | | |
|---|-------------------------|-------------|-------------|-------------------------|---------------------|---------------|
| | 3-yr. avg. ¹ | March 1924. | 1925. | 3-yr. avg. ¹ | January-March 1924. | 1925. |
| Inspected slaughter: | | | | | | |
| Cattle | 675,497 | 665,156 | 736,313 | 2,032,495 | 2,146,006 | 2,247,919 |
| Calves | 378,700 | 376,700 | 406,092 | 1,023,502 | 1,066,161 | 1,238,615 |
| Carcasses condemned: | | | | | | |
| Cattle, lbs. | 6,301 | 7,655 | 7,885 | 18,311 | 22,047 | 23,246 |
| Calves | 1,653 | 1,655 | 1,397 | 4,062 | 4,582 | 3,459 |
| Average live weight: | | | | | | |
| Cattle, lbs. | 984.39 | 967.21 | 970.57 | 984.81 | 966.54 | 974.12 |
| Calves, lbs. | 147.86 | 152.08 | 156.41 | 159.42 | 163.84 | 167.20 |
| Average dressed weight: | | | | | | |
| Cattle, lbs. | 539.29 | 523.14 | 525.09 | 535.18 | 519.34 | 524.30 |
| Calves, lbs. | 87.24 | 92.21 | 98.07 | 92.77 | 96.30 | 97.07 |
| Total dressed weight (carcasses, not including condemned) ² | 380,885,859 | 343,965,073 | 382,490,259 | 1,076,303,008 | 1,102,554,038 | 1,165,751,548 |
| Beef, lbs. | 32,864,335 | 34,583,729 | 43,249,164 | 94,523,748 | 106,102,518 | 119,611,881 |
| Veal, lbs. | | | | | | |
| Storage: | | | | | | |
| Beginning of month— | | | | | | |
| Fresh beef, lbs. | 69,386,000 | 76,769,000 | 101,599,000 | 75,798,000 | 779,869,000 | 7100,193,000 |
| Cured beef, lbs. | 22,074,000 | 23,238,000 | 29,210,000 | 21,545,000 | 22,847,000 | 28,908,000 |
| End of month— | | | | | | |
| Fresh beef, lbs. | 61,380,000 | 68,075,000 | 87,684,000 | 69,226,000 | 774,929,000 | 7100,384,000 |
| Cured beef, lbs. | 23,051,000 | 25,199,000 | 28,634,000 | 22,189,000 | 23,716,000 | 28,880,000 |
| Exports: ⁴ | | | | | | |
| Fresh beef and veal, lbs. | 277,867 | 172,210 | 338,777 | 1,018,113 | 800,865 | 1,104,650 |
| Cured beef, lbs. | 2,247,008 | 1,630,385 | 2,264,690 | 5,438,638 | 4,435,638 | 5,325,880 |
| Canned beef, lbs. | 109,771 | 124,380 | 237,585 | 679,497 | 570,208 | 532,825 |
| Oil and tallow, lbs. | 10,387,079 | 8,740,941 | 14,119,016 | 26,071,854 | 23,225,822 | 27,231,320 |
| Tallow, lbs. | 2,965,550 | 2,904,468 | 2,086,973 | 6,504,716 | 7,082,716 | 4,264,945 |
| Imports: | | | | | | |
| Fresh beef and veal, lbs. | 1,300,822 | 1,951,967 | 753,272 | 2,928,791 | 4,190,007 | 1,898,111 |
| Receipts, cattle and calves ⁵ | 1,500,047 | 1,556,105 | 1,860,495 | 4,790,936 | 4,900,827 | 5,258,797 |
| Stock and feeder shipments ⁶ | 218,500 | 174,514 | 240,631 | 678,330 | 587,197 | 623,322 |
| Cattle on farms January 1. | | 66,506,000 | 64,928,000 | | | |
| Prices per 100 pounds: | | | | | | |
| Cattle, average cost for slaughter. | 7.05 | 7.14 | 7.67 | 6.86 | 7.82 | 7.70 |
| Calves, average cost for slaughter. | 8.57 | 8.85 | 9.64 | 8.74 | 8.86 | 79.18 |
| At Chicago— | | | | | | |
| Cattle, good steers. | 9.03 | 10.74 | 10.90 | 9.98 | 10.57 | 11.02 |
| Veal calves. | 8.94 | 9.24 | 10.35 | 9.45 | 9.74 | 10.36 |
| At eastern markets— | | | | | | |
| Beef carcasses, good grade. | 14.27 | 15.71 | 15.57 | 14.28 | 15.58 | 14.76 |
| Veal carcasses, good grade. | 16.73 | 17.01 | 17.81 | 18.11 | 18.57 | 18.02 |
| HOGS, PORK AND PORK PRODUCTS. | | | | | | |
| Inspected slaughter, hogs | 4,241,450 | 4,536,372 | 3,299,344 | 13,490,735 | 15,453,904 | 13,724,902 |
| Carcasses condemned | 17,407 | 17,903 | 13,766 | 52,983 | 61,003 | 40,356 |
| Average live weight, lbs. | 224.15 | 222.65 | 219.28 | 223.54 | 220.19 | 215.69 |
| Average dressed weight, lbs. | 172.19 | 169.46 | 166.72 | 172.34 | 168.21 | 163.18 |
| Total dressed weight (carcasses not including condemned) ² , lbs. | 728,718,823 | 765,699,737 | 547,771,564 | 2,314,296,053 | 2,586,539,884 | 2,221,974,642 |
| Lard per 100 lbs. live weight, lbs. | 17.50 | 18.03 | 15.75 | 17.06 | 17.44 | 15.89 |
| Storage: | | | | | | |
| Beginning of month— | | | | | | |
| Fresh pork, lbs. | 146,547,000 | 196,044,000 | 231,234,000 | 116,250,000 | 1103,418,000 | 7197,000,000 |
| Cured pork, lbs. | 389,859,000 | 679,042,000 | 634,121,000 | 536,906,000 | 532,531,000 | 576,887,000 |
| Lard, lbs. | 65,003,000 | 68,610,000 | 151,927,000 | 56,255,000 | 57,360,000 | 108,560,000 |
| End of month— | | | | | | |
| Fresh pork, lbs. | 171,721,000 | 227,284,000 | 218,508,000 | 145,690,000 | 1196,940,000 | 7216,078,000 |
| Cured pork, lbs. | 324,380,000 | 705,124,000 | 611,049,000 | 584,558,000 | 573,522,000 | 608,333,000 |
| Lard, lbs. | 79,496,000 | 85,722,000 | 150,182,000 | 66,567,000 | 69,488,000 | 118,289,000 |
| Exports: ⁴ | | | | | | |
| Fresh pork, lbs. | 2,227,568 | 2,649,960 | 2,091,893 | 9,799,800 | 13,038,877 | 9,017,177 |
| Cured pork, lbs. | 65,645,785 | 69,454,960 | 56,469,188 | 206,712,735 | 235,386,162 | 165,651,839 |
| Canned pork, lbs. | 226,212 | 309,523 | 469,285 | 615,733 | 838,433 | 1,267,660 |
| Sausage, lbs. | 676,190 | 1,299,189 | 1,304,001 | 2,584,528 | 3,443,898 | 3,759,140 |
| Lard, lbs. | 98,576,406 | 102,955,004 | 64,250,355 | 291,512,195 | 341,506,065 | 206,271,854 |
| Imports: | | | | | | |
| Fresh pork, lbs. | 115,673 | 118,888 | 670,888 | 321,934 | 328,536 | 1,539,627 |
| Receipts of hogs ⁵ | 4,390,448 | 4,833,193 | 3,527,580 | 14,149,202 | 16,420,786 | 14,190,405 |
| Stock and feeder shipments ⁶ | 94,839 | 51,656 | 82,060 | 170,972 | 148,672 | 194,801 |
| Hogs on farms January 1. | | 66,130,000 | 54,234,000 | | | |
| Prices per 100 pounds: | | | | | | |
| Average cost for slaughter. | 8.58 | 7.19 | 13.34 | 8.23 | 7.12 | 71.46 |
| At Chicago— | | | | | | |
| Live hogs, medium weight. | 8.77 | 7.40 | 13.68 | 8.33 | 7.24 | 71.68 |
| At eastern markets— | | | | | | |
| Fresh pork loins, 10-14 lbs. | 15.87 | 13.88 | 24.12 | 15.26 | 13.69 | 119.56 |
| Shoulders, skinned | 12.88 | 10.17 | 17.28 | 12.48 | 10.19 | 71.47 |
| Picnics, 6-8 lbs. | 11.36 | 8.58 | 15.12 | 11.16 | 9.90 | 71.38 |
| Butts, Boston style | 15.14 | 12.84 | 20.81 | 14.67 | 12.63 | 71.38 |
| Bacon, breakfast | 23.45 | 19.67 | 26.56 | 23.41 | 19.79 | 24.35 |
| Hams, smoked, 10-12 lbs. | 23.96 | 20.25 | 25.75 | 22.60 | 20.32 | 22.52 |
| Lard, tierces | 12.94 | 11.93 | 18.03 | 12.40 | 12.62 | 17.58 |
| SHEEP, LAMB AND MUTTON. | | | | | | |
| Inspected slaughter, sheep and lambs | 894,347 | 868,396 | 984,254 | 2,755,326 | 2,863,481 | 2,829,153 |
| Carcasses condemned | 1,022 | 822 | 1,173 | 3,188 | 3,154 | 3,129 |
| Average live weight, lbs. | 85.60 | 86.24 | 87.79 | 85.67 | 85.19 | 87.07 |
| Average dressed weight, lbs. | 40.15 | 39.63 | 41.27 | 40.19 | 39.64 | 40.75 |
| Total dressed weight (carcasses, not including condemned) ² , lbs. | 35,872,025 | 34,042,310 | 40,571,753 | 110,594,226 | 113,301,897 | 115,136,815 |
| Storage fresh lamb and mutton: | | | | | | |
| Beginning of month, lbs. | 3,598,000 | 2,173,000 | 2,294,000 | 4,050,000 | 2,324,000 | 2,526,000 |
| End of month, lbs. | 3,744,000 | 1,719,000 | 2,090,000 | 3,803,000 | 2,306,000 | 2,240,000 |
| Exports, fresh lamb and mutton ⁴ , lbs. | 84,410 | 72,024 | 134,629 | 416,612 | 283,380 | 294,473 |
| Imports, fresh lamb and mutton, lbs. | 812,163 | 215,452 | 69,221 | 1,997,982 | 307,711 | 206,619 |
| Receipt of sheep ⁵ | 1,420,586 | 1,366,770 | 1,504,241 | 4,535,876 | 4,476,527 | 2,358,728 |
| Stock and feeder shipments ⁶ | 113,672 | 83,206 | 95,216 | 429,316 | 338,602 | 352,296 |
| Sheep on farms January 1. | | 38,300,000 | 39,134,000 | | | |
| Prices per 100 pounds: | | | | | | |
| Average cost for slaughter. | 13.67 | 14.78 | 15.34 | 12.71 | 13.31 | 15.83 |
| At Chicago— | | | | | | |
| Lambs, 84 lbs. down, medium to prime | 14.74 | 15.36 | 16.04 | 13.09 | 14.23 | 16.70 |
| Sheep, medium to choice | 9.05 | 9.63 | 9.70 | 8.00 | 78.40 | 79.56 |
| At eastern markets— | | | | | | |
| Lamb carcasses, good grade. | 25.95 | 26.69 | 25.63 | 24.82 | 24.10 | 26.61 |
| Mutton, good grade | 17.62 | 19.98 | 17.24 | 16.23 | 17.71 | 16.28 |

¹ 1922, 1923 and 1924. ² Average, not total. ³ Computed on the number of animals slaughtered under Federal inspection, minus the number condemned. ⁴ Including re-exports. ⁵ Public stockyards. ⁶ Price for 1925 is for loins, 10-15 lbs.

Chicago Section

W. H. Gehrmann, of the Kohrs Packing Co., Davenport, Iowa, was a Chicago visitor this week.

Ernest Urwitz, of the Dryfus Packing & Provision Co., Lafayette, Ind., was in the city this week.

Louis B. Dorr, comptroller of the Jacob Dold Packing Co., Buffalo, N. Y., was in town this week.

T. W. Taliaferro, president of Hammond Standish Co., Detroit, Mich., made a trip to the city this week.

President Jay E. Decker, of Jacob E. Decker & Sons Co., Inc., Mason City, Ia., was in Chicago on business this week.

Secretary H. K. McJunkin and W. N. Lissfelt, of J. M. Denholm Bros. Co., Pittsburgh, Pa., made a trip to Chicago this week.

Packers' purchases of livestock at Chicago for the first four days of this week totaled 36,465 cattle, 17,940 calves, 60,553 hogs and 34,022 sheep.

B. G. Liss, of New York, eastern sales manager of the J. S. Hoffman Company, Inc., was in the city a few days this week attending a sales meeting.

President T. Henry Foster and Secretary George M. Foster, of John Morrell & Co., Ottumwa, Ia., were business visitors in Chicago this week.

James G. Cownie, of the Jacob Dold Packing Co., Buffalo, N. Y., president of the American Provisions Export Company, was in town during the week.

Michael F. Cudahy, president of the Cudahy Brothers Company, Cudahy, Wis., was in Chicago early in the week, and dropped in on the Board of Trade.

W. S. Agar, vice-president and treasurer of the Agar Packing & Provision Co., and John T. Agar, vice-president and secretary of the William Davies Co., Inc., have

gone to Atlantic City for a much-needed rest.

Prices realized on Swift & Company's sales of carcass beef in Chicago, for the week ending Saturday, May 23, on shipments sold out, ranged from 7.50 cents to 20.00 cents per pound and averaged 13.71 cents per pound.

Wm. H. Raschke, well-known provision broker in Chicago's Packing-town, plans

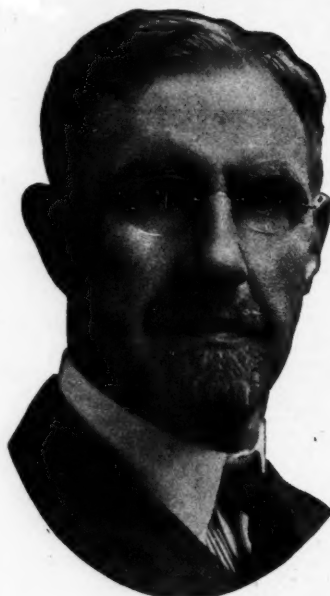
the week ending May 23, 1925, with comparisons, are reported as follows:

| | Cor. | Prev. week. | Last week. |
|-----------------------|------------|-------------|------------|
| Cured meats, lbs..... | 18,083,000 | 17,908,000 | 16,505,000 |
| Fresh meats, lbs..... | 42,152,000 | 43,003,000 | 42,708,000 |
| Lard, lbs..... | 8,885,000 | 10,494,000 | 8,908,000 |

Wellington Leavitt, better known as "Billy", head of the cattle buying department of Swift & Company, left Chicago this week with Mrs. Leavitt for an extensive tour of Europe. Fred H. Stemm will be in charge of his department until Mr. Leavitt returns.

Charles E. Herrick, vice president of the Brennan Packing Co., and former president of the Institute of American Meat Packers, was this week elected president of Chicago Rotary Club, the mother club of Rotary. This is one of the highest honors in Rotary, and the hundreds of packer Rotarians throughout the country will be glad to learn of "Charley" Herrick's well-deserved honors.

Several Chicagoans are planning to attend the convention of the Institute of Margarine Manufacturers to be held next week in Washington, D.C. A special car has been secured, which will leave Chicago next Tuesday. Among those who have made reservations are H. H. Kammler, Armour and Company; W. C. Potter, Swift & Company; John J. Wilke, Wilson & Co.; Howard Beatty, Glidden Food Products Co.; Earl Walraven, Troco Nut Butter Co.; B. S. Pearsall and A. P. Herald, B. S. Pearsall Butter Co., Elgin, Ill.; C. Harrow, Harrow-Taylor Butter Co., Kansas City, Mo.; E. W. Applegate and E. L. Reinke, Southern Cotton Oil Co.; C. A. Bauman, Wisconsin Food Products Co., Jefferson, Wis.; Peter Cosgrove, Sterne & Son Co.



CHARLES E. HERRICK

Elected president of Chicago Rotary Club, the mother club of Rotary.

to leave the city early next week for an extended trip through the East. After visiting various Eastern packing centers, he will return through the South.

Provision shipments from Chicago for

FRANK H. KNIEF BACK ON JOB.

Frank H. Knief, of Wilson & Co., who has been spending the winter in Florida recuperating, and putting the finishing touches on the remarkable come-back he has made after his recent illness, returned to Chicago the early part of May, and is again back at his desk.

Mr. Knief, while still a young man, is nevertheless a veteran in the packing industry, having been associated with the old firm of Schwarzschild & Sulzberger, which later became Wilson & Co., for over twenty years. He started at the bottom of the ladder and, by hard, intelligent effort, has worked himself up to a position of responsibility with Wilson & Co.

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JARDINE VISITS CHICAGO.

Starting on a tour of the country, covering agricultural and livestock centers, Secretary of Agriculture W. M. Jardine made his first stop at Chicago. He was the guest of the livestock and packing interests at a luncheon at the Stock Yard Inn at noon on Thursday, and the big banquet hall was crowded with all the celebrities of the Stock Yards and Packingtown. Nothing like it had been seen since the Prince of Wales' visit.

Everett C. Brown, president of the National Livestock Exchange, presided and introduced Secretary Jardine in his customary happy and snappy style. To say that the new Secretary made a hit expresses it feebly. He took the crowd off their feet with his plain, blunt, hearty appeal for cooperation in making the combined industries what they should be for the benefit of all concerned.

It became evident at once that here was a man who knew the job from the inside, and who was determined to make it a success.

He concluded by introducing the new chief of the Packers and Stock Yards Administration, John T. Caine of Utah. Mr. Caine used to be a yard boy at the Chicago yards, and he showed that he was thoroughly acquainted with the task ahead of him. He also asked for co-operation of all interests involved in promoting efficiency in the marketing of livestock, all the way from the farm or range to the consumer's table. It was easy to see that he was an official easy to deal with, but mighty hard to fool.

Sentence Sermons

Written for THE NATIONAL PROVISIONER
by Roy L. Smith

THE SMALL CUSTOMER—

- Appreciates courtesy as much as the big customer.
- Usually stays with the firm which plays fair until he becomes a big customer.
- Is often as hard to deceive as the bigger one.
- Never likes to be told that he is a small customer.
- Is always just as quick to feel an injustice.
- Is entitled to a square deal regardless of his size.
- Makes big business for the firm that cultivates him.

It may be said that no such feeling has prevailed in years in local livestock and packing circles as that which seemed evident at the close of Thursday's meeting.

EVANSVILLE PLANT CLOSED.

According to word received this week from Morton Manheimer, president of the concern, the Evansville Packing Company, Evansville, Ind., closed its plant on May 23. It is planned to offer the plant for sale in the near future.

WHOLESALE DRESSED MEAT PRICES.

Wholesale prices of Western dressed fresh meats were quoted by the U. S. Bureau of Agricultural Economics at Chicago and three Eastern markets on Thursday, May 28, 1925, as follows:

| | CHICAGO. | BOSTON. | NEW YORK. | PHILA. |
|-------------------------------|---------------|---------------|---------------|-------------|
| Fresh Beef— | | | | |
| STEERS: | | | | |
| Choice | \$16.50@18.00 | \$15.00@15.50 | \$16.00@18.00 | |
| Good | 15.50@16.50 | 14.50@15.00 | 15.00@16.00 | 15.00@16.00 |
| Medium | 13.50@15.50 | 14.00@14.50 | 14.00@15.00 | 14.00@15.00 |
| Common | 11.00@12.50 | | 11.00@14.00 | 11.00@13.00 |
| COWS: | | | | |
| Good | 13.00@14.00 | 12.50@13.50 | 12.50@13.50 | 13.00@13.50 |
| Medium | 10.00@12.00 | 11.50@12.50 | 11.00@12.00 | 12.00@13.00 |
| Common | 7.00@9.00 | 10.00@11.50 | 10.00@11.50 | 10.00@11.50 |
| BULLS: | | | | |
| Good | 8.50@9.00 | | | |
| Medium | 8.00@8.50 | | 8.50@9.50 | |
| Common | | | | |
| Fresh Veal— | | | | |
| Choice | 16.00@18.00 | | 18.00@20.00 | 18.00@19.00 |
| Good | 15.00@16.00 | 16.00@18.00 | 16.00@18.00 | 16.00@17.00 |
| Medium | 13.00@14.00 | 14.00@16.00 | 14.00@16.00 | 13.00@15.00 |
| Common | 11.00@13.00 | 12.00@14.00 | 11.00@14.00 | 10.00@13.00 |
| Fresh Lamb and Mutton— | | | | |
| LAMB: | | | | |
| Spring | 26.00@28.00 | 24.00@27.00 | 25.00@30.00 | 25.00@28.00 |
| Choice | 24.00@25.00 | 23.00@25.00 | 24.00@27.00 | 24.00@25.00 |
| Good | 22.00@24.00 | 21.00@23.00 | 22.00@24.00 | 22.00@24.00 |
| Medium | 20.00@22.00 | 19.00@21.00 | 19.00@22.00 | 21.00@22.00 |
| Common | 18.00@20.00 | | 20.00@21.00 | 20.00@21.00 |
| YEARLINGS: | | | | |
| Good | | | | |
| Medium | | | | |
| Common | | | | |
| MUTTON: | | | | |
| Good | 14.00@15.00 | 15.00@17.00 | 14.00@16.00 | 15.00@16.00 |
| Medium | 12.00@14.00 | 13.00@15.00 | 13.00@14.00 | 13.00@15.00 |
| Common | 10.00@12.00 | 11.00@13.00 | 11.00@13.00 | |
| Fresh Pork Cuts— | | | | |
| LOINS: | | | | |
| 8-10 lb. average | 23.00@25.00 | 26.00@27.00 | 26.00@29.00 | 24.00@27.00 |
| 10-12 lb. average | 21.00@23.00 | 26.00@27.00 | 25.00@28.00 | 23.00@26.00 |
| 12-15 lb. average | 20.00@21.00 | 23.00@25.00 | 23.00@25.00 | 20.00@23.00 |
| 15-18 lb. average | 18.00@19.00 | 21.00@22.00 | 20.00@22.00 | 18.00@21.00 |
| 18-22 lb. average | 17.00@18.00 | 19.00@21.00 | 18.00@20.00 | 15.00@20.00 |
| SHOULDERS: | | | | |
| Skinned | 15.00@16.00 | | 16.00@18.00 | 17.00 |
| PICNICS: | | | | |
| 4-6 lb. average | 13.50@14.50 | 16.00@17.00 | 15.00@16.00 | 15.50@17.00 |
| 6-8 lb. average | | 16.00@17.00 | 14.00@15.00 | 15.00@15.50 |
| BUTTS: | | | | |
| Boston style | 19.00@21.00 | | 18.00@20.00 | 20.00@21.00 |

* Veal prices include "skin on" at Chicago and New York.

CHICAGO LIVESTOCK.

| | Cattle. | Calves. | Hogs. | Sheep. |
|--------------------|---------|---------|--------|--------|
| Mon., May 18..... | 19,042 | 4,875 | 29,494 | 22,454 |
| Tues., May 19..... | 9,485 | 5,039 | 19,864 | 19,055 |
| Wed., May 20..... | 11,001 | 2,724 | 22,601 | 15,802 |
| Thur., May 21..... | 11,003 | 7,065 | 20,555 | 11,573 |
| Fri., May 22..... | 2,447 | 1,457 | 13,557 | 7,367 |
| Sat., May 23..... | 292 | 114 | 5,450 | 1,186 |

| | | | | |
|----------------------|--------|--------|---------|--------|
| Total last week..... | 53,900 | 21,263 | 115,320 | 77,259 |
| Previous week..... | 57,370 | 19,578 | 140,008 | 81,109 |
| Year ago..... | 65,495 | 21,518 | 164,753 | 40,204 |
| Two years ago..... | 63,790 | 19,779 | 179,023 | 62,040 |

| | Cattle. | Calves. | Hogs. | Sheep. |
|--------------------|---------|---------|--------|--------|
| Mon., May 18..... | 5,668 | 6 | 11,961 | 3,275 |
| Tues., May 19..... | 2,237 | 30 | 7,173 | 3,949 |
| Wed., May 20..... | 3,674 | 1 | 5,571 | 3,430 |
| Thur., May 21..... | 3,355 | 36 | 7,920 | 1,636 |
| Fri., May 22..... | 949 | | 7,599 | 2,211 |
| Sat., May 23..... | 245 | 107 | 2,594 | 250 |

| | | | | |
|----------------------|--------|-----|--------|--------|
| Total last week..... | 16,098 | 180 | 42,838 | 13,751 |
| Previous week..... | 17,352 | 288 | 36,480 | 18,327 |
| Year ago..... | 18,707 | 121 | 36,590 | 6,098 |
| Two years ago..... | 17,909 | 80 | 31,893 | 6,618 |

Receipts at Chicago Stock Yards thus far this year to May 23, with comparative totals:

| | 1925. | 1924. |
|-------------|-----------|-----------|
| Cattle..... | 1,188,618 | 1,181,956 |
| Calves..... | 405,794 | 354,231 |
| Hogs..... | 3,839,061 | 4,453,283 |
| Sheep..... | 1,621,217 | 1,437,073 |

Combined weekly hog receipts at eleven markets for week ending May 23, with comparisons:

| | Week. | Year to date. |
|-------------------------------|---------|---------------|
| Week ending May 23..... | 522,000 | 13,820,000 |
| Previous week..... | 515,000 | |
| Corresponding week, 1924..... | 693,000 | 16,736,000 |
| Corresponding week, 1923..... | 706,000 | 15,778,000 |
| Corresponding week, 1922..... | 630,000 | 11,628,000 |
| Corresponding week, 1921..... | 627,000 | 12,866,000 |

Combined receipts at seven markets for the week ending May 23, with comparisons:

| | Cattle. | Hogs. | Sheep. |
|-------------------------|---------|---------|---------|
| Week ending May 23..... | 175,000 | 423,000 | 176,000 |
| Previous week..... | 179,000 | 445,000 | 210,000 |
| 1924..... | 219,000 | 568,000 | 132,000 |
| 1923..... | 201,000 | 552,000 | 183,000 |
| 1922..... | 174,000 | 517,000 | 133,000 |
| 1921..... | 154,000 | 489,000 | 187,000 |
| 1920..... | 137,000 | 570,000 | 139,000 |

Combined receipts at seven points for 1925 to May 23, with comparisons:

| | Cattle. | Hogs. | Sheep. |
|-----------|-----------|------------|-----------|
| 1925..... | 3,638,000 | 11,790,000 | 3,924,000 |
| 1924..... | 3,796,000 | 13,881,000 | 3,728,000 |
| 1923..... | 3,790,000 | 13,115,000 | 4,069,000 |
| 1922..... | 3,475,000 | 9,505,000 | 3,603,000 |
| 1921..... | 3,345,000 | 10,118,000 | 4,443,000 |
| 1920..... | 3,759,000 | 10,900,000 | 3,464,000 |

Chicago Stock Yards receipts, average weight and top and average prices for hogs, with comparisons:

| | Number received. | Average weight—lbs. | Prices—Top. | Average. |
|--------------------------|------------------|---------------------|-------------|----------|
| *Week ending May 23..... | 114,900 | 238 | \$13.00 | \$12.35 |
| Previous week..... | 140,008 | 233 | 13.35 | 12.45 |
| 1924..... | 105,733 | 230 | 7.75 | 7.50 |
| 1923..... | 179,023 | 237 | 7.75 | 7.85 |
| 1922..... | 168,598 | 240 | 11.00 | 10.50 |
| 1921..... | 188,560 | 239 | 8.55 | 8.15 |
| 1920..... | 156,377 | 237 | 15.15 | 14.40 |
| Average 1920-1924..... | 167,000 | 238 | \$10.10 | \$9.60 |

*Saturday, May 23, estimated.

WEEKLY AVERAGE PRICE OF LIVESTOCK.

| | Cattle. | Hogs. | Sheep. | Lambs. |
|--------------------------|---------|---------|--------|---------|
| *Week ending May 23..... | \$10.00 | \$12.35 | \$7.10 | \$12.65 |
| Previous week..... | 10.05 | 12.45 | 7.50 | 13.65 |
| 1924..... | 9.50 | 7.50 | 7.50 | 14.80 |
| 1923..... | 9.85 | 7.35 | 7.10 | 14.05 |
| 1922..... | 8.55 | 10.50 | 7.55 | 12.60 |
| 1921..... | 8.10 | 8.15 | 4.20 | 11.30 |
| 1920..... | 12.10 | 14.40 | 10.80 | 15.75 |
| Average 1920-1924..... | \$9.60 | \$9.60 | \$7.40 | \$13.70 |

Following is given the net supply of cattle, hogs and sheep for packers at the Chicago Stock Yards:

| | Cattle. | Hogs. | Sheep. |
|--------------------------|---------|---------|---------|
| *Week ending May 23..... | 38,100 | 71,600 | 63,600 |
| Previous week..... | 40,218 | 104,153 | 107,689 |
| 1924..... | 46,728 | 129,123 | 34,106 |
| 1923..... | 45,821 | 147,040 | 55,522 |
| 1922..... | 37,800 | 189,323 | 54,038 |

*Saturday, May 23, estimated.

Chicago packers' hog slaughters for the week ending May 23, 1925:

| | |
|-----------------------------|--------|
| Armour & Co..... | 11,700 |
| Anglo-American..... | 4,300 |
| Swift & Co..... | 5,800 |
| Hammond Co..... | 5,800 |
| Morris & Co..... | 3,900 |
| Wilson & Co..... | 6,200 |
| Boyd-Lunham..... | 4,300 |
| Western Packing Co..... | 6,500 |
| Roberts & Oake..... | 5,700 |
| Miller & Hart..... | 3,000 |
| Independent Packing Co..... | 3,600 |
| Brennan Packing Co..... | 4,900 |
| Agar Packing Co..... | 1,500 |
| Others..... | 16,700 |

| | |
|----------------------|---------|
| Total..... | 81,100 |
| Previous week..... | 103,700 |
| Year ago..... | 134,500 |
| Two years ago..... | 166,100 |
| Three years ago..... | 144,300 |

(For Chicago livestock prices, see page 36.)

Chicago Provision Markets

Reported by THE NATIONAL PROVISIONER DAILY MARKET SERVICE

CASH PRICES.

Based on Actual Carlot Trading, Thursday,
May 28, 1925.

Green Meats.

| Regular Hams— | |
|-----------------|-------|
| 8-10 lbs. avg. | @ 21 |
| 10-12 lbs. avg. | @ 21 |
| 12-14 lbs. avg. | @ 21½ |
| 14-16 lbs. avg. | @ 22½ |
| 16-18 lbs. avg. | @ 23 |
| 18-20 lbs. avg. | @ 23 |

| Skinned Hams— | |
|-----------------|-------|
| 14-16 lbs. avg. | @ 24½ |
| 16-18 lbs. avg. | @ 24½ |
| 18-20 lbs. avg. | @ 24½ |
| 20-22 lbs. avg. | @ 24½ |
| 22-24 lbs. avg. | @ 24½ |
| 24-26 lbs. avg. | @ 24½ |
| 26-28 lbs. avg. | @ 24½ |

| Picsies— | |
|-----------------|-------|
| 4-6 lbs. avg. | @ 13½ |
| 6-8 lbs. avg. | @ 13½ |
| 8-10 lbs. avg. | @ 13½ |
| 10-12 lbs. avg. | @ 13½ |
| 12-14 lbs. avg. | @ 13½ |

| Bellies—(square cut and seedless) | |
|-----------------------------------|-------|
| 6-8 lbs. avg. | @ 27 |
| 8-10 lbs. avg. | @ 26½ |
| 10-12 lbs. avg. | @ 24½ |
| 12-14 lbs. avg. | @ 23½ |
| 14-16 lbs. avg. | @ 22½ |

Pickled Meats.

| Regular Hams— | |
|-----------------|-------|
| 8-10 lbs. avg. | @ 21½ |
| 10-12 lbs. avg. | @ 20½ |
| 12-14 lbs. avg. | @ 20½ |
| 14-16 lbs. avg. | @ 21½ |
| 16-18 lbs. avg. | @ 21½ |
| 18-20 lbs. avg. | @ 21½ |

| Boiling Hams—(house run) | |
|--------------------------|-------|
| 16-18 lbs. avg. | @ 22 |
| 18-20 lbs. avg. | @ 22½ |
| 22-24 lbs. avg. | @ 22½ |

| Skinned Hams— | |
|-----------------|-------|
| 14-16 lbs. avg. | @ 23 |
| 16-18 lbs. avg. | @ 23 |
| 18-20 lbs. avg. | @ 23 |
| 20-22 lbs. avg. | @ 23 |
| 22-24 lbs. avg. | @ 21 |
| 24-26 lbs. avg. | @ 19 |
| 26-28 lbs. avg. | @ 18½ |

| Picsies— | |
|-----------------|-------|
| 4-6 lbs. avg. | @ 13½ |
| 6-8 lbs. avg. | @ 13 |
| 8-10 lbs. avg. | @ 12½ |
| 10-12 lbs. avg. | @ 12½ |
| 12-14 lbs. avg. | @ 12½ |

| Bellies—(square cut and seedless) | |
|-----------------------------------|-------|
| 6-8 lbs. avg. | @ 27 |
| 8-10 lbs. avg. | @ 26½ |
| 10-12 lbs. avg. | @ 24½ |
| 12-14 lbs. avg. | @ 23½ |
| 14-16 lbs. avg. | @ 22½ |

Dry Salt Meats.

| | |
|---------------------------|-------|
| Extra short clears, 35/45 | @ 18 |
| Extra short ribs, 35/45 | @ 18 |
| Regular plates, 6-8 | @ 16½ |
| Clear plates, 4-7 | @ 13½ |
| Jowl butts | @ 13½ |

| Fat Backs— | |
|-----------------|-------|
| 8-10 lbs. avg. | @ 13 |
| 10-12 lbs. avg. | @ 13½ |
| 12-14 lbs. avg. | @ 13½ |
| 14-16 lbs. avg. | @ 14 |
| 16-18 lbs. avg. | @ 15 |
| 18-20 lbs. avg. | @ 15½ |
| 20-25 lbs. avg. | @ 16 |

| Clear Bellies— | |
|-----------------|-------|
| 14-16 lbs. avg. | @ 20½ |
| 16-18 lbs. avg. | @ 20½ |
| 18-20 lbs. avg. | @ 20½ |
| 20-25 lbs. avg. | @ 20½ |
| 25-30 lbs. avg. | @ 20½ |
| 30-35 lbs. avg. | @ 19½ |
| 35-40 lbs. avg. | @ 19½ |
| 40-50 lbs. avg. | @ 19½ |

FUTURE PRICES.

Official Board of Trade Range of Prices.

SATURDAY, MAY 23, 1925.

| | Open. | High. | Low. | Close. |
|-------|--------|--------|--------|--------|
| LARD— | | | | |
| May | 15.77½ | 15.77½ | 15.67½ | 15.75 |
| July | 15.85 | 15.87½ | 15.75 | 15.85 |
| Sept. | 16.12½ | 16.12½ | 15.97½ | 16.10 |

| | | | | |
|----------------|--|--|--|-------|
| CLEAR BELLIES— | | | | |
| May | | | | 20.25 |
| July | | | | 19.95 |

| | | | | |
|-------------|--------|--------|--------|--------|
| SHORT RIBS— | | | | |
| May | | | | 17.45 |
| July | 17.35 | 17.42½ | 17.35 | 17.42½ |
| Sept. | 17.57½ | 17.57½ | 17.52½ | 17.57½ |

MONDAY, MAY 25, 1925.

| | Open. | High. | Low. | Close. |
|-------|-------|--------|--------|---------|
| LARD— | | | | |
| May | 15.80 | 16.00 | 15.77½ | 15.90b |
| July | 16.00 | 16.22½ | 16.00 | 16.00ax |
| Oct. | | | | 16.22½b |

| | | | | |
|----------------|-------|-------|-------|--------|
| CLEAR BELLIES— | | | | |
| May | | | | 20.25b |
| July | 20.10 | 20.10 | 20.10 | 20.10 |
| Sept. | | | | 20.05b |

| | | | | |
|-------------|-------|--------|-------|----------|
| SHORT RIBS— | | | | |
| May | | | | 17.35n |
| July | | | | 17.45ax |
| Sept. | 17.60 | 17.67½ | 17.60 | 17.62½ax |

TUESDAY, MAY 26, 1925.

| | Open. | High. | Low. | Close. |
|-------|-----------|--------|--------|---------|
| LARD— | | | | |
| May | 15.90 | 15.90 | 15.85 | 15.87½b |
| July | 15.95-97½ | 15.97½ | 15.87½ | 15.95 |
| Sept. | 16.20 | 16.22½ | 16.12½ | 16.17½b |

| | | | | |
|----------------|-------|-------|-------|----------|
| CLEAR BELLIES— | | | | |
| May | | | | 20.25n |
| July | | | | 19.97½ax |
| Sept. | 20.05 | 20.05 | 20.00 | 20.00 |

| | | | | |
|-------------|-------|-------|-------|--------|
| SHORT RIBS— | | | | |
| May | | | | 17.40n |
| July | 17.50 | 17.50 | 17.50 | 17.50 |
| Sept. | 17.60 | 17.60 | 17.60 | 17.60 |

WEDNESDAY, MAY 27, 1925.

| | Open. | High. | Low. | Close. |
|-------|-----------|--------|--------|-----------|
| LARD— | | | | |
| May | 15.82½ | 16.00 | 15.82½ | 16.00 |
| July | 15.90-87½ | 16.07½ | 15.87½ | 16.05-07½ |
| Sept. | 16.15 | 16.30 | 16.15 | 16.30ax |

| | | | | |
|----------------|-------|-------|-------|--------|
| CLEAR BELLIES— | | | | |
| May | | | | 20.25n |
| July | 20.10 | 20.10 | 20.10 | 20.10 |
| Sept. | | | | 20.10 |

| | | | | |
|-------------|-------|-------|-------|---------|
| SHORT RIBS— | | | | |
| May | 17.40 | 17.50 | 17.40 | 17.50 |
| July | 17.50 | 17.55 | 17.50 | 17.55b |
| Sept. | | | | 17.67½b |

THURSDAY, MAY 28, 1925.

| | Open. | High. | Low. | Close. |
|-------|-------|-----------|--------|----------|
| LARD— | | | | |
| May | 16.10 | 16.17½ | 16.10 | 16.17½ax |
| July | 16.15 | 16.25-27½ | 16.12½ | 16.20b |
| Sept. | 16.35 | 16.47½ | 16.35 | 16.40b |

| | | | | |
|----------------|--|--|--|---------|
| CLEAR BELLIES— | | | | |
| May | | | | 20.25n |
| July | | | | 20.02½b |
| Sept. | | | | 20.10n |

| | | | | |
|-------------|--------|-------|--------|----------|
| SHORT RIBS— | | | | |
| May | | | | 17.55b |
| July | 17.70 | 17.70 | 17.70 | 17.70 |
| Sept. | 17.72½ | 17.80 | 17.72½ | 17.77½ax |

FRIDAY, MAY 29, 1925.

| | Open. | High. | Low. | Close. |
|-------|-----------|--------|--------|---------|
| LARD— | | | | |
| May | 16.10 | 16.17½ | 16.02½ | 16.17½b |
| July | 16.22½ | 16.22½ | 16.07½ | 16.20b |
| Sept. | 16.45-42½ | 16.47½ | 16.32½ | 16.45b |

| | | | | |
|----------------|-------|--------|-------|---------|
| CLEAR BELLIES— | | | | |
| May | | | | 20.25b |
| July | 20.15 | 20.37½ | 20.15 | 20.37½b |
| Sept. | | | | 20.37½b |

| | | | | |
|-------------|-------|-------|-------|--------|
| SHORT RIBS— | | | | |
| May | | | | 17.90b |
| July | 17.75 | 17.90 | 17.75 | 17.90b |
| Sept. | 17.90 | 17.90 | 17.90 | 17.90b |

PORK CUTS AT NEW YORK.

(Special Report to The National Provisioner from
H. C. Zaun.)

New York, May 27, 1925.—Wholesale prices on green and sweet pickled pork cuts: Pork loins, 29-31c; green hams, 8-10 lbs., 24½c; 10-12 lbs., 24c; 12-14 lbs., 23½c; green picnics, 4-6 lbs., 15-16c; 6-8 lbs., 14-15c; green clear bellies, 6-8 lbs., 27c; 8-10 lbs., 26c; 10-12 lbs., 25c; 12-14 lbs., 24½c; S. P. bellies, 6-8 lbs., 23c; 8-10 lbs., 23-24c; 10-12 lbs., 23c; 12-14 lbs., 22c; S. P. hams, 8-10 lbs., 23c; 10-12 lbs., 22c; 12-14 lbs., 22c; 18-20 lbs., 25c; dressed hogs, 19½c; city steam lard, 16½c; compound, 12½-13c.

CHICAGO HOG PURCHASES.

Purchases of hogs by Chicago packers for the week ending Thursday, May 28, 1925, with comparisons, were as follows:

| | Week ending May 28. | Prev. week. | Cor. week. |
|-------------------------|---------------------|-------------|------------|
| Armour & Co. | 5,063 | 3,008 | 10,739 |
| Anglo-Amer. Prov. Co. | 1,698 | 1,796 | 5,413 |
| Swift & Co. | 5,181 | 3,175 | 10,761 |
| G. H. Hammond Co. | 2,312 | 2,047 | 6,590 |
| Morris & Co. | 4,628 | 3,113 | 12,928 |
| Wilson & Co. | 6,472 | 4,215 | 9,295 |
| Boyd-Lunham & Co. | 6,732 | 5,188 | 8,275 |
| Western Pkg. & Fro. Co. | 8,000 | 6,900 | 9,700 |
| Roberts & Oak | 7,357 | 5,340 | 6,483 |
| Miller & Hart | 5,418 | 4,310 | 5,421 |
| Independent Packing Co. | 6,124 | 4,651 | 3,837 |
| Brennan Packing Co. | 6,439 | 5,248 | 5,870 |
| Agar Packing Co. | 1,368 | 1,007 | 100 |
| Total | 66,732 | 55,608 | 95,421 |

CHICAGO RETAIL FRESH MEATS

Beef.

| | No. 1. | No. 2. | No. 3. |
|----------------------------|--------|--------|--------|
| Rib roast, heavy end | 25 | 15 | 12 |
| Rib roast, light end | 35 | 25 | 20 |
| Chuck roast | 20 | 30 | 14 |
| Steaks, round | 40 | 30 | 20 |
| Steaks, sirloin, first cut | 48 | 35 | 22 |
| Steaks, porterhouse | 55 | 40 | 25 |
| Steaks, flank | 28 | 20 | 18 |
| Beef stew, chuck | 18 | 15 | 12½ |
| Corned briskets, boneless | 24 | 22 | 18 |
| Corned plates | 16 | 12 | 10 |
| Corned rumps, boneless | 25 | 22 | 18 |

Lamb.

| | Good. | Com. |
|---------------------|-------|------|
| Hindquarters | 45 | 21 |
| Legs | 50 | 28 |
| Stews | 12½ | 10 |
| Chops, shoulder | 24 | 10 |
| Chops, rib and loin | 60 | .. |

Mutton.

| | |
|---------------------|----|
| Legs | 24 |
| Stew | 10 |
| Shoulders | 16 |
| Chops, rib and loin | 30 |

Pork.

| | | |
|---------------------------|----|------|
| Loins, whole, 8@10 avg. | 28 | @ 30 |
| Loins, whole, 10@12 avg. | 25 | @ 27 |
| Loins, whole, 12@14 avg. | 24 | @ 26 |
| Loins, whole, 14 and over | 23 | @ 24 |
| Chops | 30 | @ 32 |
| Shoulders | 22 | @ 22 |
| Butts | 22 | @ 22 |
| Spiced | 15 | @ 15 |
| Hocks | 12 | @ 12 |
| Leaf lard, unrendered | 12 | @ 12 |

Veal.

| | | |
|--------------------|----|------|
| Hindquarters | 22 | @ 32 |
| Forequarters | 12 | @ 20 |
| Legs | 22 | @ 22 |
| Breasts | 14 | @ 15 |
| Shoulders | 13 | @ 24 |
| Outlets | 15 | @ 20 |
| Rib and loin chops | 15 | @ 20 |

Butchers' Offal.

| | |
|---------------------|----|
| Suet | 6 |
| Shop fat | 3 |
| Bones, per 100 lbs. | 50 |
| Calf skins | 15 |
| Kips | 12 |
| Deacons | 12 |

CURING MATERIALS.

| | Bbls. | Sacks. |
|--|--------|--------|
| Double refined saltpetre, gran., L. C. L. | 6½ | 6½ |
| Crystals | 7½ | 7½ |
| Double refined nitrate of soda, f. o. b. | 4 | 3½ |
| N. Y. & S. F. carloads | 4 | 4½ |
| Less than carloads, granulated | 4½ | 4½ |
| Crystals | 5½ | 5 |
| Keps, 100@130 lbs. 1c more | .. | .. |
| Boric acid, in carloads, powdered, in bbls. | 9 | 8½ |
| Crystal to powdered, in bbls., in 5-ton lots or more | 9½ | 9½ |
| In bbls. in less than 5-ton lots | 9½ | 10 |
| Borax, carloads, powdered, in bbls. | 5 | 4½ |
| In ton lots, gran. or powdered, in bbls. | 5½ | 5 |
| Salt— | | |
| Granulated, car lots, per ton, f.o.b. Chicago, bulk | 7.60 | .. |
| Medium, car lots, per ton, f.o.b. Chicago, bulk | 9.10 | .. |
| Rock, car lots, per ton, f. o. b. Chicago | 6.05 | .. |
| Sugar— | | |
| Raw sugar, 96 basis | @ 4.50 | .. |
| Second sugar, 90 basis | @ 4.15 | .. |
| Syrup, testing 63 to 65 combined sucrose and invert | @ 0.28 | .. |
| Standard, granulated, f. o. b. refiners (net) | @ 5.60 | .. |
| Plantation, granulated, f.o.b. New Orleans (less 2%) | @ 5.40 | .. |

PURE VINEGARS

A. P. CALLAHAN & COMPANY

2407 SOUTH LA SALLE STREET

CHICAGO, ILL.

CHICAGO MARKET PRICES

WHOLESALE FRESH MEATS.

Carcass Beef.

| | Week ending May 30, 1924. | Cor. week. |
|----------------------------|---------------------------|------------|
| Prime native steers..... | 18 @ 19 | 18 @ 20 |
| Good native steers..... | 17 @ 18 | 16 @ 18 |
| Medium steers..... | 14 @ 16 | 14 @ 16 |
| Heifers, good..... | 13 @ 15 | 13 @ 16 |
| Cows..... | 8 @ 13 | 9 @ 14 |
| Hind quarters, choice..... | 23 @ 25 | 23 @ 25 |
| Fore quarters, choice..... | 22 @ 24 | 22 @ 24 |

Beef Cuts.

| | Week ending May 30, 1924. | Cor. week. |
|-----------------------------------|---------------------------|------------|
| Steer Loins, No. 1..... | 21 @ 23 | 21 @ 23 |
| Steer Loins, No. 2..... | 22 @ 24 | 22 @ 24 |
| Steer Short Loins, No. 1..... | 23 @ 25 | 23 @ 25 |
| Steer Short Loins, No. 2..... | 24 @ 26 | 24 @ 26 |
| Steer Loin Ends (hips)..... | 24 @ 26 | 24 @ 26 |
| Steer Loin Ends, No. 2..... | 24 @ 26 | 24 @ 26 |
| Cow Loins..... | 24 @ 26 | 24 @ 26 |
| Cow Short Loins..... | 24 @ 26 | 24 @ 26 |
| Cow Loin Ends (hips)..... | 24 @ 26 | 24 @ 26 |
| Steer Ribs, No. 1..... | 19 @ 21 | 19 @ 21 |
| Steer Ribs, No. 2..... | 19 @ 21 | 19 @ 21 |
| Cow Ribs, No. 1..... | 16 @ 18 | 16 @ 18 |
| Cow Ribs, No. 2..... | 16 @ 18 | 16 @ 18 |
| Cow Ribs, No. 3..... | 17 @ 19 | 17 @ 19 |
| Steer Round, No. 1..... | 16 @ 18 | 16 @ 18 |
| Steer Round, No. 2..... | 16 @ 18 | 16 @ 18 |
| Steer Chucks, No. 1..... | 13 @ 15 | 13 @ 15 |
| Steer Chucks, No. 2..... | 12 @ 14 | 12 @ 14 |
| Cow Round..... | 15 @ 17 | 15 @ 17 |
| Cow Chucks..... | 11 @ 13 | 11 @ 13 |
| Steer Plates..... | 9 1/2 @ 12 | 9 1/2 @ 12 |
| Medium Plates..... | 9 1/2 @ 12 | 9 1/2 @ 12 |
| Briskets, No. 1..... | 14 @ 16 | 14 @ 16 |
| Briskets, No. 2..... | 8 @ 10 | 8 @ 10 |
| Steer Navel Ends..... | 6 1/2 @ 8 | 6 1/2 @ 8 |
| Cow Navel Ends..... | 6 @ 8 | 6 @ 8 |
| Fore Shanks..... | 4 1/2 @ 6 | 4 1/2 @ 6 |
| Hind Shanks..... | 4 @ 6 | 4 @ 6 |
| Rolls..... | 18 @ 20 | 18 @ 20 |
| Strip Loins, No. 1, boneless..... | 20 @ 22 | 20 @ 22 |
| Strip Loins, No. 2..... | 20 @ 22 | 20 @ 22 |
| Strip Loins, No. 3..... | 20 @ 22 | 20 @ 22 |
| Sirloin Butts, No. 1..... | 20 @ 22 | 20 @ 22 |
| Sirloin Butts, No. 2..... | 20 @ 22 | 20 @ 22 |
| Sirloin Butts, No. 3..... | 20 @ 22 | 20 @ 22 |
| Beef Tenderloins, No. 1..... | 20 @ 22 | 20 @ 22 |
| Beef Tenderloins, No. 2..... | 20 @ 22 | 20 @ 22 |
| Rump Butts..... | 17 @ 19 | 17 @ 19 |
| Flank Steaks..... | 15 @ 17 | 15 @ 17 |
| Shoulder Clods..... | 15 @ 17 | 15 @ 17 |
| Hanging Tenderloins..... | 10 @ 12 | 10 @ 12 |

Beef Products.

| | | |
|-------------------------|-----------------|---------|
| Brains, per lb..... | 8 1/2 @ 9 1/2 | 7 @ 10 |
| Hearts..... | 29 @ 30 | 29 @ 30 |
| Tongue..... | 29 @ 30 | 29 @ 30 |
| Sweetbreads..... | 38 @ 42 | 41 @ 42 |
| Ox-Tail, per lb..... | 5 @ 6 | 4 @ 5 |
| Fresh Tripe, plain..... | 4 @ 5 | 4 @ 5 |
| Fresh Tripe, H. C..... | 10 1/2 @ 12 1/2 | 8 @ 9 |
| Livers..... | 8 @ 9 | 8 @ 9 |
| Kidneys, per lb..... | 8 @ 9 | 8 @ 9 |

Veal.

| | | |
|---------------------|---------|-------------|
| Choice Carcass..... | 17 @ 18 | 17 @ 18 |
| Good Carcass..... | 12 @ 16 | 12 1/2 @ 16 |
| Good Saddle..... | 17 @ 18 | 20 @ 27 |
| Good Backs..... | 6 @ 8 | 12 @ 12 |
| Medium Backs..... | 6 @ 8 | 6 @ 8 |

Veal Product.

| | | |
|-------------------|---------|---------|
| Brains, each..... | 10 @ 11 | 8 @ 9 |
| Sweetbreads..... | 58 @ 60 | 52 @ 58 |
| Calf Livers..... | 34 @ 35 | 28 @ 30 |

Lamb.

| | | |
|---------------------------|---------|---------|
| Choice Lambs..... | 28 @ 31 | 28 @ 31 |
| Medium Lambs..... | 26 @ 29 | 26 @ 29 |
| Choice Saddle..... | 30 @ 35 | 30 @ 35 |
| Medium Saddle..... | 28 @ 32 | 28 @ 32 |
| Choice Fores..... | 20 @ 25 | 20 @ 25 |
| Medium Fores..... | 18 @ 22 | 18 @ 22 |
| Lamb Pries, per lb..... | 12 @ 13 | 12 @ 13 |
| Lamb Tongues, each..... | 13 @ 15 | 13 @ 15 |
| Lamb Kidneys, per lb..... | 25 @ 28 | 25 @ 28 |

Mutton.

| | | |
|--------------------------|---------|---------|
| Heavy Sheep..... | 15 @ 18 | 15 @ 18 |
| Light Sheep..... | 16 @ 19 | 16 @ 19 |
| Heavy Saddle..... | 18 @ 21 | 18 @ 21 |
| Light Saddle..... | 15 @ 18 | 15 @ 18 |
| Heavy Fores..... | 10 @ 12 | 10 @ 12 |
| Light Fores..... | 15 @ 18 | 15 @ 18 |
| Mutton Legs..... | 22 @ 25 | 22 @ 25 |
| Mutton Loins..... | 15 @ 18 | 15 @ 18 |
| Mutton Stew..... | 12 @ 15 | 12 @ 15 |
| Sheep Tongues, each..... | 13 @ 15 | 13 @ 15 |
| Sheep Heads, each..... | 10 @ 12 | 10 @ 12 |

Fresh Pork, Etc.

| | | |
|--------------------------------|-----------------|-----------------|
| Dressed Hogs..... | 18 @ 19 | 18 @ 19 |
| Pork Loins, 8@10 lbs. avg..... | 25 @ 26 | 25 @ 26 |
| Leaf Lard..... | 16 1/2 @ 17 1/2 | 16 1/2 @ 17 1/2 |
| Tenderloin..... | 12 @ 13 | 12 @ 13 |
| Spare Ribs..... | 12 @ 13 | 12 @ 13 |
| Butts..... | 12 @ 13 | 12 @ 13 |
| Hocks..... | 12 @ 13 | 12 @ 13 |
| Tails..... | 12 @ 13 | 12 @ 13 |
| Snouts..... | 8 1/2 @ 9 | 8 1/2 @ 9 |
| Pigs' Feet..... | 13 1/2 @ 14 | 13 1/2 @ 14 |
| Blade Bones..... | 6 @ 7 | 6 @ 7 |
| Hog Livers, per lb..... | 6 @ 7 | 6 @ 7 |
| Neck Bones..... | 5 @ 6 | 5 @ 6 |
| Skinned Shoulders..... | 16 @ 18 | 16 @ 18 |
| Pork Hearts..... | 9 @ 10 | 9 @ 10 |
| Pork Kidneys, per lb..... | 9 @ 10 | 9 @ 10 |
| Slip Bones..... | 9 @ 10 | 9 @ 10 |
| Tail Bones..... | 12 @ 13 | 12 @ 13 |
| Back Fat..... | 11 1/2 @ 12 | 11 1/2 @ 12 |
| Hams..... | 22 @ 24 | 22 @ 24 |
| Casas..... | 15 @ 16 | 15 @ 16 |
| Belilles..... | 26 @ 28 | 26 @ 28 |

DOMESTIC SAUSAGE.

| | |
|---|------|
| Fancy pork sausage, in 1-lb. carton..... | 30 @ |
| Country style sausage, fresh in link..... | 22 @ |
| Country style sausage, fresh in bulk..... | 21 @ |
| Country style sausage, smoked..... | 24 @ |
| Mixed sausage, fresh..... | 16 @ |
| Frankfurts in pork casings..... | 15 @ |
| Frankfurts in sheep casings..... | 19 @ |
| Bologna in beef bungs, choice..... | 16 @ |
| Bologna in beef middles, choice..... | 15 @ |
| Bologna in cloth, paraffined, choice..... | 14 @ |
| Liver sausage in hog bungs..... | 20 @ |
| Liver sausage in beef rounds..... | 13 @ |
| Head cheese..... | 14 @ |
| New England luncheon specialty..... | 24 @ |
| Liberty luncheon specialty..... | 20 @ |
| Mixed luncheon specialty..... | 15 @ |
| Tongue sausage..... | 24 @ |
| Bliss sausage..... | 15 @ |
| Polish sausage..... | 15 @ |
| Souse..... | 16 @ |

DRY SAUSAGE.

| | |
|---|------|
| Cervelat, choice, in hog bungs..... | 50 @ |
| Cervelat, new condition, in hog bungs..... | 17 @ |
| Cervelat, new condition, in beef middles..... | 17 @ |
| Thuringer Cervelat..... | 22 @ |
| Farmer..... | 28 @ |
| Holsteiner..... | 26 @ |
| B. C. Salami, choice..... | 47 @ |
| Milano Salami, choice, in hog bungs..... | 47 @ |
| B. C. Salami, new condition..... | 47 @ |
| Prizma, choice, in hog middles..... | 41 @ |
| Genoa style Salami..... | 56 @ |
| Peperoni..... | 58 @ |
| Mortadella, new condition..... | 21 @ |
| Capicoll..... | 62 @ |
| Italian style hams..... | 43 @ |
| Virginia style hams..... | 43 @ |

SAUSAGE IN OIL.

| | |
|---|--------|
| Bologna style sausage in beef rounds— | |
| Small tins, 2 to crate..... | \$8.50 |
| Large tins, 1 to crate..... | 7.50 |
| Frankfurt style sausage in sheep casings— | |
| Small tins, 2 to crate..... | 9.00 |
| Large tins, 1 to crate..... | 9.00 |
| Frankfurt style sausage in pork casings— | |
| Small tins, 2 to crate..... | 7.00 |
| Large tins, 1 to crate..... | 8.00 |
| Smoked link sausage in pork casings— | |
| Small tins, 2 to crate..... | 7.00 |
| Large tins, 1 to crate..... | 8.00 |

SAUSAGE MATERIALS.

| | |
|---------------------------------------|-----------------|
| Regular pork trimmings..... | 13 @ 13 1/2 |
| Special lean pork trimmings..... | 18 @ 18 1/2 |
| Extra lean pork trimmings..... | 19 1/2 @ 20 |
| Neck bone pork trimmings..... | 15 @ 15 1/2 |
| Pork cheek meat..... | 14 1/2 @ 15 |
| Pork hearts..... | 4 1/2 @ 5 |
| Fancy boneless bull meat (heavy)..... | 10 1/2 @ 10 1/2 |
| Boneless chucks..... | 9 1/2 @ 9 1/2 |
| Shank meat..... | 7 @ 7 1/2 |
| No. 1 beef trimmings..... | 7 1/2 @ 7 1/2 |
| Beef hearts..... | 5 @ 5 1/2 |
| Beef cheeks (trimmed)..... | 6 @ 6 |
| Dr. can cows, 300 lbs. and up..... | 7 1/2 @ 7 1/2 |
| Dr. cutters, 350 lbs. and up..... | 8 @ 8 1/2 |
| Dr. bologna bulls, 500-700 lbs..... | 8 @ 8 1/2 |
| Beef tripe..... | 3 @ 3 1/2 |
| Cured pork (lean, tierce)..... | 15 @ 15 1/2 |

(These are prices to wholesalers on material packed in new slack barrels for shipments.)

SAUSAGE CASINGS.

(F. O. B. CHICAGO.)

| | |
|--|----------|
| Beef rounds, domestic, 180 sets, per tierce | |
| per set..... | 20 @ |
| Beef rounds, export, 225 sets, per tierce, | |
| per set..... | 31 @ |
| Beef middles, 110 sets, per tierce, per set..... | 14 @ |
| Beef bungs, No. 1, 400 pieces, per tierce, | |
| per piece..... | 25 @ |
| Beef bungs, No. 2, 400 pieces, per tierce, | |
| per piece..... | 17 @ |
| Beef weasands, No. 1, per piece..... | 17 @ |
| Beef weasands, No. 2, per piece..... | 8 @ |
| Beef bladders, small, per doz..... | 12 @ 15 |
| Beef bladders, medium, per doz..... | 11 @ 15 |
| Beef bladders, large, per doz..... | 17 @ 15 |
| Hog casings medium, f. o. s., per lb..... | 14 @ |
| Hog middles, without cap, per set..... | 16 @ |
| Hog middles, with cap, per set..... | 19 @ |
| Hog bungs, export..... | 25 @ |
| Hog bungs, large, prime..... | 17 1/2 @ |
| Hog bungs, medium..... | 12 @ |
| Hog bungs, small, prime..... | 8 1/2 @ |
| Hog bungs, narrow..... | 4 1/2 @ |
| Hog stomachs, per piece..... | 7 @ |

VINEGAR PICKLED PRODUCTS.

| | |
|---|-------|
| Regular tripe, 200-lb. bbl..... | 14.00 |
| Honeycomb tripe, 200-lb. bbl..... | 16.00 |
| Pocket honeycomb tripe, 200 lb. bbl..... | 18.00 |
| Pork feet, 200-lb. bbl..... | 15.50 |
| Pork tongues, 200-lb. bbl..... | 33.00 |
| Lamb tongues, long cut, 200-lb. bbl..... | 48.00 |
| Lamb tongues, short cut, 200-lb. bbl..... | 57.00 |

BARRELED PORK AND BEEF.

| | |
|--|-------|
| Meat pork, regular..... | 36.00 |
| Family back pork, 25 to 34 pieces..... | 35.00 |
| Family back pork, 35 to 45 pieces..... | 36.00 |
| Clear back pork, 40 to 50 pieces..... | 37.00 |
| Clear plate pork, 25 to 35 pieces..... | 30.50 |
| Clear plate pork, 35 to 45 pieces..... | 29.00 |
| Brisket pork..... | 38.00 |
| Bean pork..... | 28.00 |
| Plate beef..... | 20.00 |
| Extra plate beef, 200 lb. bbls..... | 21.00 |

COOPERAGE.

| | |
|---|-----------------|
| Ash pork barrels, black iron hoops..... | 1.52 1/2 @ 1.5 |
| Oak pork barrels, black iron hoops..... | 1.72 1/2 @ 1.75 |
| Ash pork barrels, black iron hoops..... | 1.72 1/2 @ 1.75 |
| Red oak lard tierces..... | 2.25 @ 2.30 |
| White oak lard tierces..... | 2.45 @ 2.50 |
| White oak ham tierces..... | 2.80 @ |

OLEOMARGARINE.

| | |
|---|----------|
| Highest grade natural color animal fat margarine in 1 lb. cartons, rolls or prints, f.o.b. Chicago..... | 23 @ |
| White animal fat margarine in 1 lb. cartons, rolls or prints, f.o.b. Chicago..... | 20 1/4 @ |
| Nut margarine, 1 lb. cartons, f.o.b. Chicago (30 and 60 lb. solid packed tubs, 1c per lb. less)..... | 21 @ |
| Pasture oleomargarine, 60-lb. tubs, f.o.b. Chicago..... | 16 @ |

DRY SALT MEATS.

| | |
|--------------------------------------|----------|
| Extra short clears..... | 18 @ |
| Extra short ribs..... | 18 @ |
| Short clear middles, 60-lb. avg..... | 19 @ |
| Clear bellies, 14@16 lbs..... | 20 1/4 @ |
| Clear bellies, 18@20 lbs..... | 20 1/2 @ |
| Clear bellies, 25@30 lbs..... | 19 1/2 @ |
| Rib bellies, 20@25 lbs..... | 20 @ |
| Rib bellies, 25@30 lbs..... | 19 1/2 @ |
| Fat backs, 10@12 lbs..... | 13 1/2 @ |
| Fat backs, 12@14 lbs..... | 13 1/2 @ |
| Fat backs, 14@16 lbs..... | 14 1/2 @ |
| Regular plates..... | 18 1/2 @ |
| Butts..... | 13 1/2 @ |

WHOLESALE SMOKED MEATS.

| | |
|--|----------|
| Regular hams, fancy, 14@16 lbs..... | 27 1/2 @ |
| Skinned hams, fancy, 16@18 lbs..... | 31 @ |
| Standard regular hams, 12@16 lbs..... | 28 @ |
| Picnics, 6@8 lbs..... | 17 1/2 @ |
| Standard bacon, 8@12 lbs..... | 30 @ |
| Standard bacon, 4@8 lbs..... | 29 1/2 @ |
| Standard bacon, 12@14 lbs..... | 29 1/2 @ |
| Standard bacon strips, 6@7 lbs..... | 30 @ |
| Cooked hams, choice, skin on, surplus fat off, smoked..... | 43 @ |
| Cooked hams, choice, skinned, surplus fat off..... | 43 @ |
| Cooked hams, choice, skinned, surplus fat off..... | 46 @ |
| Cooked picnics, skin on; surplus fat off..... | 22 @ |
| Cooked picnics, skinned; surplus fat off..... | 23 @ |
| Cooked loin roll, smoked..... | 44 @ |

ANIMAL OILS.

| | |
|---------------------------------|-----------------|
| Prime lard oil..... | 17 1/2 @ 18 1/4 |
| Extra winter strained lard..... | 15 1/2 @ 16 |
| Extra lard oil..... | 13 @ 13 1/2 |
| Extra No. 1 lard..... | 12 @ 12 1/2 |
| No. 1 lard oil..... | 11 1/2 @ 12 1/2 |
| No. 2 lard oil..... | 11 1/2 @ 12 |
| Pure neatfoot oil..... | 13 1/2 @ 14 1/4 |
| Extra neatfoot oil..... | 12 @ 12 1/2 |
| No. 1 neatfoot oil..... | 11 1/2 @ 12 1/4 |
| Acidless tallow oil..... | 11 1/2 @ 12 1/4 |

FERTILIZERS.

| | |
|-----------------------------------|---------------|
| Blood, ground..... | 3.25 @ 3.40 |
| Hoofmeal..... | 2.75 @ 2.85 |
| Ground tankage, 11 to 12%..... | 2.75 @ 2.85 |
| Ground tankage, 6 to 10%..... | 2.50 @ 2.65 |
| Crushed and unground tankage..... | 2.25 @ 2.35 |
| Ground raw bone, per ton..... | 28.00 @ 32.00 |
| Ground steamed bone, per ton..... | 23.00 @ 25.00 |
| Unground steamed bone..... | 20.00 @ 22.00 |
| Unground bone tankage..... | 13.00 @ 16.00 |

HORNS, HOOF AND BONES.

| | |
|---------------------------------------|-----------------|
| No. 1 horns, 75 lbs. average..... | 275.00 @ 300.00 |
| No. 2 horns, 40 lb. average..... | 175.00 @ 200.00 |
| No. 3 horns..... | 100.00 @ 125.00 |
| Hoofs, black and striped..... | 40.00 @ 45.00 |
| Hoofs, white..... | 55.00 @ 60.00 |
| Round shin bones, heavies..... | 75.00 @ 80.00 |
| Round shin bones, lights and med..... | 50.00 @ 55.00 |
| Heavy flats..... | 60.00 @ 65.00 |
| Light flats..... | 40.00 @ 45.00 |
| Thigh bones, heavies..... | 80.00 @ 90.00 |
| Thigh bones, lights and med..... | 70.00 @ 75.00 |
| Buttock bones..... | 50.00 @ 60.00 |

Note—These quotations apply to No. 1 product, which must be assorted, free from grease spots and cracks hard and clean, uniform size to cut and weight. Packed in double bags and cartons lots. Quotations on unselected stock will be found in "Packaging By-Products Markets" reports on another page.

LARD (Unrefined).

| | |
|----------------------------------|---------|
| Prime, steam, cash, tierces..... | 15.90 @ |
| Prime, steam, loose..... | 15.27 @ |
| Leaf, raw..... | 15.00 @ |
| Neutral lard..... | 17.75 @ |

LARD (Refined).

| | |
|---|---------|
| Pure lard, kettle rendered, per lb..... | 16.00 @ |
| Pure lard, tierces..... | 15.75 @ |
| Compound..... | 13.25 @ |

OLEO OIL AND STEARINE.

| | |
|----------------------------------|-----------------|
| Oleo oil, extra..... | 11 1/2 @ 12 |
| Oleo stock..... | 11 1/2 @ 11 1/2 |
| Prime No. 1 oleo oil..... | 11 @ 11 1/4 |
| Prime No. 2 oleo oil..... | 10 1/2 @ 11 |
| No. 3 oleo oil..... | 10 @ 10 1/2 |
| Prime oleo stearine, edible..... | 11 @ 11 1/4 |

TALLOWES AND GREASES.

| | |
|---|-----------------|
| TALLOW AND GREASES. | |
| Edible tallow, under 2% acid, 45 titre..... | 9 1/4 @ 9 1/2 |
| Fancy tallow, under 2% acid, 43 titre..... | 8 1/4 @ 9 |
| No. 1 tallow, basis 10% f.f.a., 42 titre..... | 9 1/4 @ 9 1/2 |
| No. 2 tallow, basis 40% f.f.a., 40 titre..... | 7 1/4 @ 7 1/2 |
| Choice white grease, max., 4% acid, loose, | |
| Chicago..... | 10 1/4 @ 10 1/2 |
| R-White grease, max., 5% acid..... | 8 1/4 @ 8 1/2 |
| Yellow grease, 12-15 f.f.a..... | 8 1/4 @ 8 1/2 |
| Brown grease, 40 f.f.a..... | 7 1/4 @ 7 1/2 |

Retail Section

Cooling the Meat Market

Refrigeration Methods and Equipment for the Retail Shop

Just because you are using a refrigerating machine does not necessarily mean that you have dry air in your cooler. It is just as easily possible to have a wet cooler with a refrigerating machine as it is with ice.

The whole thing depends on the cooler. If it is properly built, your box will be dry. If it isn't—then look out for trouble!

To get the best results with your ice box, you must be a good "refrigeratorist"—that is, you must know how to use your refrigerator properly.

In the following article, one of a series written for THE NATIONAL PROVISIONER by a refrigeration expert, the question of dry air refrigeration is taken up.

The principles of shop refrigeration were outlined in the first two articles, which appeared in THE NATIONAL PROVISIONER of March 21 and April 4, 1925.

In the third, in the issue of April 18, the construction of the cooler itself was taken up. The discussion of ice bunkers was begun in the issue of May 2 and was continued in the May 16 issue.

Dry Air Refrigeration

By M. W. Stoms.

There is a mistaken idea nowadays that a refrigerating machine makes dry air no matter what kind of a cooler you have. This is the result of ignorant statements made by some machine builders who do not understand the science of refrigerator building but who do understand the principles of dry air refrigeration.

Cooling Air Does Not Dry It.

Simply cooling the air does not dry it. The air in the cooler may be cooled either by ice or by refrigerating coils, but the air will only be dry if the cooler is properly built.

The interior of your cooler should have that clear, fresh, cold air like the dry, cold mountain air in which hunters hang a deer's carcass unprotected and can still cut fresh venison for days from it.

Buy from the man who understands the building of refrigerators and refrigerating machines, and you will have that condition in your cooler.

Just As Easy To Build Right.

It is just as easy to build right as to build wrong. The first cost is the same, but the operating cost is highest when you have not built right.

To secure the greatest advantage from a refrigerator you must be a "refriger-

atorist"—that is you must know how to use your refrigerator.

Points To Watch.

A good refrigeratorist with a good refrigerator will:

Maintain a constant average temperature between 34 and 42 degrees F.

Maintain a pure atmosphere in the cooler.

Have the air so free from moisture that matches stored in it will readily strike.

Keep the box clean and sanitary.

Have circulation such that a towel will dry quicker inside than outside.

Operate on a minimum consumption of ice or power.

Keep the door of refrigerator closed.

Clean the drain pipe at least once every week.

[EDITOR'S NOTE.—Later articles in this series will take up mechanical refrigeration, part-time plants, automatic plants, the brine spray system, etc.]

LOCAL AND PERSONAL.

T. Lunders has sold his meat market at 1354 Main Street, Lewiston, Ida., to D. C. Lamasters.

George Rau has sold his meat market in West Bend, Wis., to August Gessert.

A new meat market has been opened in Cosmopolis, Wash., by C. E. Cessna.

A new meat market has been opened in Woodville, Ohio, by Franz Chaviella.

Harry Williams has moved his meat market from 1126 North West street, Indianapolis, Ind., to 1047 North West street.

The meat market of H. E. Hopkins in Nespelem, Wash., was recently destroyed by fire.

Lee Meeker and William Pollard have purchased the A. B. C. Meat Market in the Washington Market in Spokane, Wash.

J. Q. McConnell has purchased the Holland Meat Market in Pella, Ia.

J. B. Murray has sold his meat market in Melrose, Ia., to Al Bergquist.

A new meat market has been opened in Oxford Junction, Ia., by Ed and Louis Mizaur.

A new meat market has been opened in New London, Ia., by E. E. Mann.

Ned Erickson has sold his interest in the Richardson & Erickson Meat Market in Coopertown, N. D., to Wm. Bratz.

A Dry Ice Box

The fact that you use a refrigerating machine does not assure you of a dry ice box. Whether it is dry or not depends on how it is built!

Read in this article the list of eight points to watch. Then check up and see how many you can honestly say are found in your ice box.

The only way to get the most out of your cooler is to know it from A to Z!

Paul Geisel has sold his interest in the meat market in Ortonville, Minn., to Martin Verhuel.

R. H. Kaddatz has sold his meat market in Palisade, Minn., to Frank Lopic.

A new meat market has been opened in New York Mills, Minn., by Pikel Bros.

Helmer Peterson has sold his meat market in Rushford, Minn., to Olaf Johnson.

A. J. Bang has sold his interest in the Johnson & Bang Meat Market in Lake Mills, Ia., to E. R. Haugland.

A new meat market has been opened in Boswell, Okla., by V. L. McGuire and E. H. Scott.

Slight damage was done by fire recently to the City Meat Market of J. E. Kumli in Marquette, Kans.

The Gabbard & Cooper Meat Market in Berea, Ky., has been sold to J. L. Combs.

A. Lubben has sold his meat market in Ohio, W. Va., to I. J. Decker.

C. E. Bobbitt has sold his Huntsville Meat and Produce Company, Huntsville, Tex., to D. A. Medley.

A new meat market has been opened in Sheldon, Ill., by Ed Blades.

Grass & Jones have purchased the Palace Meat Market in Brazil, Ind., from Wardlaw & Crawford.

Roy H. Fritz has sold his interest in the Fritz & Elliott Meat Market in Mt. Carroll, Ill., to Orlo J. Smith.

Fred Humpler has sold his interest in the Humpler Meat Market in Vandalia, Ill., to George L. Hausmann, who is now sole owner.

A new meat market has been opened in Concord, Calif., by Gill Brothers and Shirrell.

A new meat market has been opened in Lodi, Calif., by A. L. Grandos.

The Hartman Meat Market at 133 South Central avenue, Glendale, Calif., has been sold to the Brooks Quality Markets, Inc.

The retail meat market partnership between C. P. McGlashen and W. J. Love has been dissolved, the business being carried on by Mr. Love.

George Barnes has sold his meat market in Delavan, Wis., to M. Quincannon.

Frank Perhiter has sold his meat market in Mapleton, Minn., to John W. Zimmerman.

A new meat market has been opened in Kevin, Mont., by K. C. Langbill.

C. E. Bollom has sold his Fairchild Meat Market in Augusta, Wis., to Ervin Hart and John Hawke.

Charles Kile has purchased the butcher shop of M. W. Peterson in Cedaredge, Colo.

Frank McMurphy has engaged in the meat business at Kelso, Wash.

Edward Jackson has taken over the meat market of R. M. Parks, Baker, Mont.

Otto Mummert is opening a meat market at 16th and Sprague, Omaha, Neb.

Otto Lang has purchased the Shallenberger meat market in Table Rock, Neb.

Barta Bros., of Elgin, expect to engage in the meat business in Clarkson, Neb.

Delvin Cloyd has purchased a meat market in Crete, Neb.

A. M. Buchanan has purchased the meat market of C. M. Carr, Hanford, Cal.

J. E. Smith has purchased the meat and grocery business at 3565 Tulare Ave., Fresno, Cal., from J. E. Rose.

E. E. and Clarence Steves have engaged in the meat business in Altoona, Kans.

Chas. Nunnink is about to engage in the meat business in St. Paul, Kans.

Carl Ellington has purchased the meat market fixtures of O. H. Larson, Lone Elm, Kans.

G. W. Edwards has purchased the meat business of C. B. Powers, Herrington, Kans.

Milo Hill has opened a meat shop in Edgerton, Kans.

Klum & Utley have leased the Farmers Market in Weiser, Ida., from James Eshom.

Hans Lygum has succeeded to the meat business of Lygum & Cole, Olympia, Wash.

The Seattle Certified Pork Market has incorporated its business in Seattle, Wash., with a capital of \$15,000.

John Gilfrey is about to engage in the meat business at 4th and Main st., Springfield, Ore.

R. G. Hamilton has engaged in the meat business at Weippe, Ida.

Don J. Gillies has purchased the butcher shop of F. M. Lavinder, South Bend, Wash.

R. E. Smith has purchased the C Street Meat Market, at 173 C street, Independence, Ore.

Louis Kirchan has opened a meat market at Wilbur, Wash.

J. M. Owen has engaged in the meat business at American Falls, Ida.

H. W. Weiler has opened a butcher shop in Mackay, Ida.

Joe Orosio and Edw. Graven have opened Chateau Meat Market, Chateau, Mont.

L. T. Moraga has engaged in meat and grocery business at 431 Ventura Ave., Ventura, Calif.

Fred Nicholson has purchased the City Meat Market in Oxford, Neb., from R. D. Stevenson.

F. J. Berrier has purchased the Minnekahta Avenue Meat Market, Hot Springs, S. D.

G. W. Tabber and H. A. Plomenson have purchased the H. D. Peters meat and grocery business in Sibley, Ia.

The Bluteau Meat & Grocery Co. has opened a new store at 4-6 North street, Madison, Wis.

Lyss Smith and Joe Skinner have sold their meat market in Cawker City, Kas., to Ivan Hill.

C. F. Means and W. S. Carter have opened the Crescent Meat Market in Pawhuska, Okla.

G. R. Hargan has sold his meat business in Myrtle Creek, Ore., to E. M. Marsters.

A. M. Tripp has opened a meat market in Eugene, Ore.

C. R. Pool has engaged in the meat business in Bucoda, Wash.

MEAT INSPECTION CHANGES.

Recent meat inspection changes are announced by the U. S. Bureau of Animal Industry as follows:

Meat Inspection Granted.—Wagner Packing Co., Commonwealth Ave., Bristol, Va.; Henry Obermeyer and Clarence Obermeyer Co., 1224 Bank street, Cincinnati, Ohio. The city of Manchester, N. H., has been granted market inspection under the official number 41.

Meat Inspection Withdrawn.—Moses Goldberg, Brighton, Boston, Mass.; Associated Meat Company of California, Los Angeles, Calif.; Wilson & Co., Boston, Mass.

Meat Inspection Extended.—Leavenworth Packing & Storage Co., Leavenworth, Kans., to include Hillel Kosher Sausage Co.

*Conducts slaughtering.

What are the yields in cutting carcass beef, New York or Philadelphia style, compared to the Chicago method? Ask THE BLUE BOOK, the "Packer's Encyclopedia."

Tell Us Your Troubles

In this column the retail meat dealer's questions will be answered.

Address your inquiries to Retail Editor, THE NATIONAL PROVISIONER, Old Colony Bldg., Chicago.

Will Cut Prices Help?

A retail meat dealer in the East wants to increase his sales without selling at a loss. He outlines his business as follows:

Editor The National Provisioner:

What is your opinion regarding the running "specials" at reduced prices?

We have never had to cut prices to get along, as we handle top grades of everything and have a fine class of trade. However, we have about 80 per cent telephone trade, and we feel according to our location, etc., that we should do more transient or floating business, which would be a cash business.

There seems to be a feeling that we are high in our prices, when really we are not, considering quality.

I would like to ask you if possible to outline a course for us to follow to improve our cash business, and at the same time not have to give away goods to get it.

We handle some canned goods besides meats. I would appreciate any pointers on this question, as it would help us a lot.

We are subscribers to THE NATIONAL PROVISIONER, and it has some very fine articles for the retailer.

Quite a few retailers have faced the problem of increasing cash trade when they have a lot of phone or order trade.

A "special" will of course bring in transient trade for the "special" only. It would act as sort of a "teaser" or "come on." Where a reputation is established for high grade product, low-priced specials might do more harm than good.

Since you have the location for transient trade, and you want your share of it without sacrificing your good order trade, it is suggested that you try a plan used by other successful retailers.

Retail Cutting Tests

Do you make your own cutting tests, Mr. Retailer?

You are working in the dark if you do not!

The valuable series of articles on cutting tests for the retail meat dealer which ran in THE NATIONAL PROVISIONER has been reprinted into one pamphlet. It makes a handy reference guide to follow in making your cutting tests. Every retailer needs one.

They may be had by subscribers by sending in the attached coupon, together with 5 cents in stamps:

The National Provisioner,
Old Colony Bldg., Chicago, Ill.

Please send me copy of reprint on "Cutting Tests for Retailers."

Name

Street

City

Enclosed find 5 cents in stamps.

This is it:

Carry two kinds of meats—one kind for your good order trade, and the other a fair quality but lower-priced grade of product for transient trade.

Transient trade buys on price only; quality seems to be secondary. If you will make attractive window displays, with low prices attached to your second-grade meats, you will find it the one sure way of solving your problem.

It must be remembered, however, that high-grade, quality meats cannot be sold at very low prices.

[If any of you retailers don't agree with this, let us hear from you! This column is open to you for discussion.—EDITOR.]

Tell This to Your Customers

Under this heading will appear information which should be of value to meat retailers in educating their customers and building up trade. Out it out and use it.

VEAL IS ALWAYS POPULAR.

Veal is always popular with the American public, but, as is the case with many other kinds of meat, the average housewife knows very little about edible veal offal. Suggest these ways of serving veal offal to your customers. Miss Gudrun Carlson, director of the Department of Home Economics of the Institute of American Meat Packers, is the author of them.

Brains.—Sautéed, creamed, scrambled, boiled or fried. Cook quickly.

Heart.—Baked, stewed, smothered with bacon, en casserole, or roasted. Cook slowly.

Kidney.—Broiled, stewed, meat pie, sautéed or fried. Cook at moderate temperature.

Sweetbreads.—Creamed, braised, fritters, fried, sautéed, baked, broiled, boiled, au gratin, or in a salad. Cook quickly.

Tongue.—Corned, smoked, boiled or stewed. Cook slowly.

MINNESOTA DEALERS' PICNIC

Plans for the coming annual picnic were discussed at the recent meeting of the St. Paul Retail Meat Dealers' Association. This year's picnic will be held July 22 at Paradise Park, Pearl Lake, and preparations are being made to care for a large crowd.

For Sausage Makers

BELL'S

Patent Parchment Lined

SAUSAGE BAGS

and

SAUSAGE SEASONINGS

For Samples and Prices, write

THE WM. G. BELL CO.
BOSTON MASS.

New York Section

C. D. Middlebrook, of Wilson & Company, Chicago, was in New York last week.

There is a good opportunity for a few live wholesalers to rent stands in the Butchers' Building at Fort Greene Market building.

C. B. Heinemann of the Kennett-Murray livestock order buying organization, Chicago, was a visitor to the city the latter part of last week.

The delegates to the convention of the State Association, United Master Butchers of America, from the South Brooklyn Branch are David Van Gelder, Edward Liese and Edward Karl.

A good investment for a two-cent stamp is to write for a copy of "Meat Merchants Monthly Money Saver," published by the A. C. Wicke Mfg. Co., 207 East 43rd St., New York, N. Y.

Mr. and Mrs. George Kramer have closed their city home and taken a cottage at Far Rockaway, where they will spend the summer. Charles Kramer will also spend the summer at Far Rockaway.

The Philadelphia branch, United Master Butchers of America, of which Nathan Berg is president, has received its charter from the National Association and will have the installation of officers in the near future. Although the Branch has been organized a very short time, it has a membership of some sixty, all good workers.

Following is a report of the New York City Health Department of the number of pounds of meat, fish, poultry and game seized and destroyed in the City of New York during the week ending May 23, 1925: Meat: Manhattan, 7,354 lbs.; Brooklyn, 1 lb.; Bronx, 4½ lbs.; Queens, 14 lbs.; total, 7,373 lbs. Fish: Manhattan, 1,600 lbs.

Resolutions to be presented and the convention in general were the principal topics taken up at the meeting of the Washington Heights Branch, United Master Butchers of America, last Monday evening. There were discussions on subjects of vital interest to the Branch, and the members showed unusual "pep" in handling them. There was a very good attendance.

Although still ill, State President Moe Loeb is working energetically to make the forthcoming convention of the State Association of the United Master Butchers of America a huge success. The mayor of Albany will make the opening address and many notables are on the list of speakers. Talks on subjects of more than passing interest to the trade in general are being arranged. From present indications it would seem there will be a large attendance. The headquarters will be at the Ten Eyck Hotel and the dates are June 8th and 9th. Some of the delegates will go by auto and some by the Albany Day Line.

A Burck Celebration

Large hailstones fell, thunder and lightning flashed, but not the slightest shadow penetrated Ehler's Hotel at Brentwood, L. I., last Sunday, when Arthur Burck surprised his parents by giving a dinner in honor of their 38th wedding anniversary and the birthday of his mother. At the invitation of Mr. Burck, Jr., a number of friends motored out, some starting early

in the morning with the intention of enjoying a day in the country, but the storm in the evening prolonged the celebration into a wedding breakfast on Monday morning. About 4 o'clock Sunday afternoon the guests sat down to a duck dinner, during which there were toasts and speeches. Dancing and singing were enjoyed until the early hours. Mr. and Mrs. Burck were presented with a lemonade set encrusted with gold, in a wicker basket. In addition to the guests of honor and their son there were Mr. and Mrs. A. F. Grimm, Mr. and Mrs. Hoffman, Mr. and Mrs. G. Anselm, Mr. and Mrs. A. Di Matteo, Mr. and Mrs. Chas. Hembdt, Mr. and Mrs. Fred Hirsch, Mr. and Mrs. O. Schaefer, Mr. and Mrs. R. Schumacher and Mr. and Mrs. Wm. Zeigler, and Miss M. B. Phillips.

DEATH OF OSWALD ROHE.

The death of Oswald Rohe, treasurer of Rohe & Bro., at his home on Hillside avenue, Jamaica, on May 18, was a shock to the trade. Though Mr. Rohe had not been in the best of health for many years, he was a brave and valiant worker, and won the hearts of all who knew him.

He was the brother of Albert T. Rohe, probably the most popular individual in the meat trade in New York, and the qualities which make "Prince Albert" what he is were shared in a large measure by his brother.

Because of his health Oswald Rohe's activities were limited in scope, though not in volume. From the time the firm was incorporated in 1903 he had discharged the duties of treasurer with fidelity and success, in spite of the physical handicaps involved. No one ever heard him complain. The illness which took him away was of about six weeks duration. His widow, his brother and cousins have seen an evidence of the respect the trade had for him in the very large number of messages of condolence which have been received.

A WELCOME "BOSS" VISITOR.

John J. Dupps, Sr., first vice-president of The Cincinnati Butchers' Supply Company, aims to keep himself posted on the latest, most up-to-date equipment for packinghouses. On his last trip east he arranged to be present at the opening of the Albany Packing Co., Albany, N. Y., on Saturday, May 16th. Over 15,000 people visited this new plant, and many kind words were expressed to Mr. Dupps on the good work of the "Boss" machines in use.

On Sunday, May 24th, Mr. Dupps, with his wife, attended the opening of the beef department of the Val. Decker Packing Co., Piqua, Ohio. Although it was a rainy day and cold, over 5,000 people were shown through the entire plant and admired its "Boss" equipment.

In both places Mr. Dupps had an excellent chance to make new friends and to meet many of his old friends who are now called on by other members of the "Boss" firm.

How Radio Helps Retailer

(By John C. Gitting, Director, Department of Retail Merchandising, Institute of American Meat Packers.)

I'm not suggesting that grocerymen and meat dealers stock up with radio sets or parts. The title may carry that suggestion, but my theme will deal directly with the matter of how the dealer can cash in on the popularity of the radio craze.

"But," some you may say, "the radio craze is dying out. It isn't what it used to be!"

You bet it isn't what it used to be. Four years ago broadcasting managers confined their persuasive efforts to procuring jazz orchestras and singers.

Not Dying Out.

As for answering the plaint that radio is dying out, I would say that it will be pretty hard to believe that, and read in the papers the next minute that there are six new stations being built in New York, four in Chicago, and new ones cropping up in all cities, that there are 4,000,000 radio receiving sets in the United States and that this means 20,000,000 people listen in to programs from more than 475 stations in the United States. Broadcasting statisticians have agreed upon an average of 5 persons who listen in on every set that is equipped with a loud speaker.

"But," you interrupt again, "where do I, a retail dealer, come in on this radio stuff?"

Just a minute, now! You'll be told about it and all in one paragraph. But first your mind must be prepared for the suggestion.

You certainly must be aware of some of the features on the radio programs in your city. If your store is located in a small city, you have only a few stations to be interested in. If you're in New York, Chicago, Boston, or other big cities, which maintain anywhere from 5 to 16 stations, you will be aware of some features of the various programs because you can't help yourself.

Many of your customers have radio receiving sets. They can be purchased at from \$2 to \$200. A crystal set will bring in a local station on headphones as satisfactorily as the most expensive tube set.

Now, armed with all this preliminary information, we will tune in and tell what's been done in other cities.

What Meat Councils Did.

The Meat Council of New York City, co-operating with the Hudson County Meat Council in New Jersey, decided that a short educational talk on the radio would be a fine thing for the meat industry of Greater New York. This was in January, 1924. Forthwith, the secretary of the Council prepared a fifteen-minute talk. He took it to a big station in New York City.

"Yes, this is a fine talk. It's just the kind of an educational talk we're looking for." So spoke the broadcasting manager.

The talk was entitled "Sausage." They

asked for more talks. "One every month," they said.

Finally, the talks became so popular that they were put on a weekly schedule and are still being given from Station WJZ of the Radio Corporation of America every Monday morning at 10:40 o'clock.

Meat Talks by Radio.

"And what stimulated this popularity?" you ask.

The retail meat dealers of Greater New York realized the educational possibilities of these talks. The United Master Butchers Associations of New York City, and those in Jersey City, Hoboken and Union Hill, New Jersey, all had printed posters hung in conspicuous places in shops, announcing that meat talks were given each Monday morning at 10:40 o'clock from Station WJZ under the auspices of the Meat Councils of New York and New Jersey.

The customers saw the announcement, listened in to the talks, sent for the free meat recipe booklets that were offered and became interested in buying meat—not as something to eat and fill up a stomach, but as meat for health's sake.

Many butchers saw an immediate trend toward meat buying after some of these radio talks.

Using Radio in Missouri.

Let's skip out to Independence, Missouri, and listen during the course of a meeting of retail grocerymen and meat dealers to three men who testified they had each sold as much veal in one week as in any month over a period of a year. A week before they testified to their big veal sales, a radio talk entitled, "Real Meals From Veal" had been given from Station WDAF, Kansas City, by an officer of the Meat Council of Greater Kansas City.

For sixteen months, a weekly radio talk has been broadcast from this western station every Wednesday night at 6 o'clock. It catches everybody at the supper table. The retail dealers of Greater Kansas City hung placards in their shops and reported increased interest in buying by the public.

Let's go down to Boston! The Meat Council there has done the same thing and each Saturday morning at 11 o'clock the Meat Council puts on a radio talk. This talk in its entirety is reproduced in a later edition of the Boston American, which reaches 243,641 readers.

So long as we're jumping around a bit, let's come back to Chicago and see what the retailers of the Windy City have done. Beginning May 7 and continuing for each succeeding Thursday night, the council has secured a ten-minute broadcasting period at Station KYW, the Westinghouse Manufacturing and Electric Company, at 9:15 o'clock.

It is expected the retail meat dealers of Chicago will have signs in their shops announcing to the customers the time, place and date of all future talks. Plans will soon be perfected to give a weekly radio talk on meat in Washington, D. C., and Detroit.

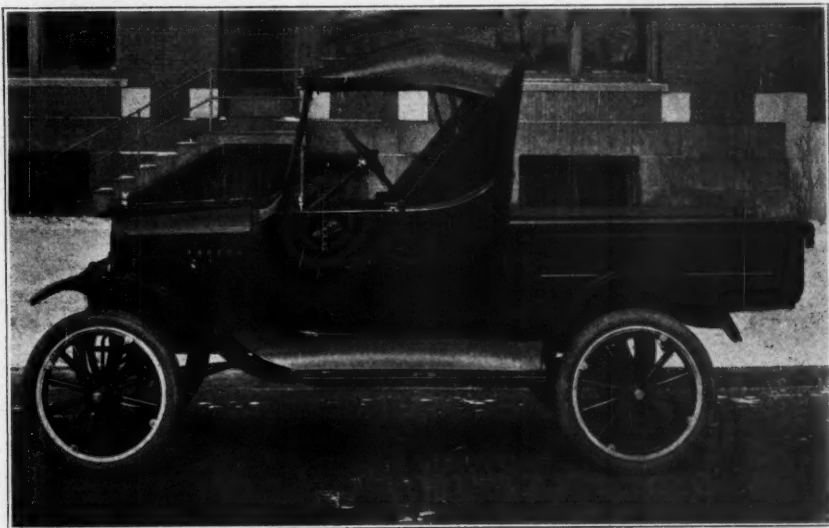
Reaching Millions of People.

Millions of people have listened in to

these radio talks and thousands of favorable letters from these people are on file. In every city of average size there are broadcasting stations.

While it may not be possible for your retail organization to put on a straight-out-and-out meat talk, there are other talks of an educational nature—some pertaining to home economics—that give meat products a very favorable mention. If so, tell your customers to listen in. You may not see their reaction in terms of cash register jingles the first week, but it will come—just as any propaganda of a constructive nature makes itself felt eventually.

The radio can be put to no better purpose than to disseminate facts about a food product that is used twice and three times daily at meal time. Give the radio a thought!



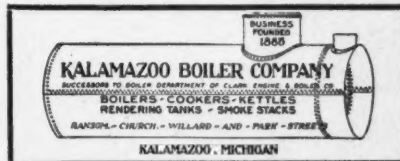
QUICK DELIVERY OF LIGHT LOADS AT LOW COST.

Announcement is made by the Ford Motor Company of a new light trucking unit. The equipment is a combination of the standard Ford runabout, with a rear deck replaced by a pick-up body.

This will prove of unusual interest to retailers and others who are faced with the problem of securing rapid transportation of light loads at low cost.

Here is an all-steel body, securely attached to the frame of the chassis, with rear door adjustable chains, side flanges and steel floor strips with sunken bolt heads. The inside dimensions of the body are 40 3/4 inches by 56 inches. Height from floor to top of flare is 13 inches. Orders are being taken now for immediate delivery at an announced price of \$366 f. o. b. Detroit, including electric starter and demountable rims.

H. G. S.
Packing House White Paint
Harry G. Sargent Paint Co.
502 Mass. Ave., INDIANAPOLIS, IND.



In Spices, too, the Best Is The Cheapest

J. K. LAUDENSLAGER, Inc.

612-14-16 W. York St.

Philadelphia, Pa.

Importers SPICES Grinders

Butchers Mills Brand

40 years reputation among packers for quality

NEW YORK MARKET PRICES

LIVE CATTLE.

| | |
|--------------------------------|---------------|
| Steers, medium..... | \$10.25@11.00 |
| Cows, canners and cutters..... | 2.50@ 3.75 |
| Bulls, bologna..... | 5.25@ 5.75 |

LIVE CALVES.

| | |
|---------------------------------------|-------------|
| Calves, veal, prime, per 100 lbs..... | @13.50 |
| Calves, veal, good to choice..... | 12.00@13.00 |
| Calves, veal, culls, per 100 lbs..... | 8.00@ 9.00 |

LIVE SHEEP AND LAMBS.

| | |
|---------------------------------------|-------------|
| Lambs, spring..... | @17.25 |
| Lambs, fair to good, per 100 lbs..... | 16.00@17.00 |
| Ewes, clipped..... | 2.00@ 7.50 |

LIVE HOGS.

| | |
|----------------------------|-------------|
| Hogs, heavy..... | @13.40 |
| Hogs, medium..... | @13.25 |
| Hogs, 160 pounds..... | @13.25 |
| Hogs, 140 lbs..... | @13.00 |
| Pigs, under 70 pounds..... | @12.75 |
| Roughs..... | 10.75@11.00 |

DRESSED BEEF.

CITY DRESSED.

| | |
|-----------------------------|--------|
| Choice, native, heavy..... | 17½@18 |
| Choice, native, light..... | 18 @19 |
| Native, common to fair..... | 16 @17 |

WESTERN DRESSED BEEF.

| | |
|---|--------|
| Native steers, 600@800 lbs..... | 16½@17 |
| Native choice yearlings, 400@600 lbs..... | 17½@18 |
| Western steers, 600@800 lbs..... | 15 @16 |
| Texas steers, 400@600 lbs..... | 13 @14 |
| Good to choice heifers..... | 17 @18 |
| Good to choice cows..... | 13 @14 |
| Common to fair cows..... | 10 @12 |
| Fresh bologna bulls..... | 9 @10 |

BEEF CUTS.

| | Western. | City. |
|--------------------------------|----------|---------|
| No. 1 ribs..... | @22 | @25 |
| No. 2 ribs..... | @18 | 22 @24 |
| No. 3 ribs..... | @14 | 18 @20 |
| No. 1 loins..... | @24 | 28 @32 |
| No. 2 loins..... | @20 | 25 @27 |
| No. 3 loins..... | @14 | 22 @24 |
| No. 1 hinds and ribs..... | 23 @24 | 20 @25 |
| No. 2 hinds and ribs..... | 20 @21 | 19 @19½ |
| No. 3 hinds and ribs..... | 17 @18 | 18 @19 |
| No. 1 rounds..... | @16 | @17 |
| No. 2 rounds..... | @14 | 15 @16 |
| No. 3 rounds..... | @12 | 14 @14 |
| No. 1 chucks..... | @12 | 13 @14 |
| No. 2 chucks..... | @10 | 12 @12 |
| No. 3 chucks..... | @ 8 | 10 @11 |
| Bolognas..... | @ 6 | 10 @10½ |
| Rolls, reg., 6@8 lbs. avg..... | 22 @23 | |
| Rolls, reg., 4@6 lbs. avg..... | 17 @18 | |
| Tenderloins, 4@5 lbs. avg..... | 60 @70 | |
| Tenderloins, 5@6 lbs. avg..... | 80 @90 | |
| Shoulder clods..... | 10 @11 | |

DRESSED CALVES.

| | |
|-------------|-----|
| Prime..... | @22 |
| Choice..... | @18 |
| Good..... | @16 |
| Medium..... | @14 |

DRESSED HOGS.

| | |
|-------------------------|------|
| Hogs, heavy..... | @18½ |
| Hogs, 180 lbs..... | @18 |
| Hogs, 160 lbs..... | @19 |
| Pigs, 80 lbs..... | @19½ |
| Pigs under 140 lbs..... | @19½ |

DRESSED SHEEP AND LAMBS.

| | |
|----------------------------|--------|
| Lambs, choice spring..... | 27 @28 |
| Lambs, poor grade..... | 26 @27 |
| Sheep, choice..... | 17 @18 |
| Sheep, medium to good..... | 16 @17 |
| Sheep, culls..... | 14 @16 |

SMOKED MEATS.

| | |
|--------------------------------------|---------|
| Hams, 8@10 lb. avg..... | 23½@24 |
| Hams, 10@12 lbs. avg..... | 23 @24 |
| Hams, 12@14 lbs. avg..... | 23 @24 |
| Picnics, 4@6 lbs. avg..... | 15½@16 |
| Picnics, 6@8 lbs. avg..... | 15½@16 |
| Rollettes, 6@8 lbs. avg..... | 17 @18 |
| Beef tongue, light..... | 35 @38 |
| Beef tongue, heavy..... | 38 @40 |
| Bacon, boneless, Western..... | 31 @32 |
| Bacon, boneless, city..... | 26 @27 |
| Pickled bellies, 10@12 lbs. avg..... | 22½@23½ |

FRESH PORK CUTS.

| | |
|--|--------|
| Pork loins, fresh, Western, 10@12 lb. avg..... | 26 @27 |
| Shoulders, Western, 10@12 lb. avg..... | 17 @18 |
| Pork tenderloins, fresh..... | 45 @50 |
| Pork tenderloins, frozen..... | 40 @45 |
| Shoulders, city, 10@12 lbs. avg..... | 18 @19 |
| Shoulders, Western, 10@12 lb. avg..... | 17 @18 |
| Butts, boneless, Western..... | 26 @27 |
| Butts, regular, Western..... | 20 @21 |
| Hams, city, fresh, 8@10 lbs. avg..... | 26 @27 |
| Hams, Western, fresh, 10@12 lbs. avg..... | 23 @24 |
| Picnic hams, Western, fresh, 6@8 lbs. avg..... | 16 @17 |
| Pork trimmings, extra lean..... | 22 @23 |
| Pork trimmings, regular, 50% lean..... | 14 @15 |
| Spare ribs, fresh..... | 14 @15 |
| Leaf lard, raw..... | 17 @18 |

BONES, HOOFS AND HORNS.

| | |
|--|---------------|
| Round shin bones, avg. 48 to 50 lbs., per 100 pcs..... | 90.00@100.00 |
| Flat shin bones, avg. 40 to 45 lbs., per 100 pcs..... | @ 70.00 |
| Black hoof, per ton..... | 40.00@ 50.00 |
| Striped hooft, per ton..... | 40.00@ 50.00 |
| White hooft, per ton..... | @ 85.00 |
| Thigh bones, avg. 85 to 90 lbs., per 100 pieces..... | @100.00 |
| Horns, avg. 7½ oz. and over, No. 1s..... | 300.00@325.00 |
| Horns, avg. 7½ oz. and over, No. 2s..... | 250.00@275.00 |
| Horns, avg. 7½ oz. and over, No. 3s..... | 200.00@225.00 |

FANCY MEATS.

| | | |
|--|------|---------|
| Fresh steer tongues, untrimmed..... | @30c | a pound |
| Fresh steer tongues, L. C. trim'd..... | @38c | a pound |
| Calves' heads, scalded..... | @65c | a piece |
| Sweetbreads, veal..... | @75c | a pair |
| Sweetbreads, beef..... | @55c | a pound |
| Beef kidneys..... | @16c | a pound |
| Mutton kidneys..... | @ 8c | each |
| Livers, beef..... | @18c | a pound |
| Oxtails..... | @10c | a pound |
| Hearts, beef..... | @ 8c | a pound |
| Beef hanging tenders..... | @16c | a pound |
| Lamb fries..... | @10c | a pair |

BUTCHERS' FAT.

| | |
|------------------|------|
| Shop fat..... | @ 2½ |
| Breast fat..... | @ 4 |
| Edible suet..... | @ 5½ |
| Cond. suet..... | @ 4½ |
| Bones..... | @20 |

SPICES.

| | Whole. | Ground. |
|---------------------------|--------|---------|
| Pepper, Sing., white..... | 22 | 25 |
| Pepper, Sing., black..... | 14½ | 17½ |
| Pepper, Cayenne..... | 11 | 18 |
| Pepper, red..... | 22 | 25 |
| Allspice..... | 11 | 14 |
| Cinnamon..... | 12 | 16 |
| Coriander..... | 5½ | 8½ |
| Cloves..... | 25 | 30 |
| Ginger..... | 24 | 27 |
| Mace..... | 1.05 | 1.15 |

GREEN CALFSKINS.

| | 5-9 | 9½-12½ | 12½-14 | 14-18 | 18 up |
|------------------------|-----|--------|--------|-------|-----------|
| Prime No. 1 veals..... | 23 | 2.45 | 2.50 | 2.70 | 8.40 |
| Prime No. 2 veals..... | 21 | 2.25 | 2.35 | 2.45 | 8.15 |
| Buttermilk No. 1..... | 20 | 2.10 | 2.15 | 2.35 | ... |
| Buttermilk No. 2..... | 18 | 1.90 | 1.95 | 2.10 | ... |
| Branded Grubby..... | 15 | 1.50 | 1.50 | 1.70 | 1.55 |
| Number 3..... | ... | ... | ... | ... | At value. |

CURING MATERIALS.

| In lots of less than 25 bbls.: | Bbls. | Bags per lb. |
|--|-------|--------------|
| Double refined saltpetre, granulated..... | 6½c | 6½c |
| Double refined saltpetre, small crystal..... | 7½c | 7½c |
| Double refined nitrate soda, granulated..... | 4c | 8½c |
| In 25 barrel lots: | | |
| Double refined saltpetre, granulated..... | 6½c | 6½c |
| Double refined saltpetre, small crystal..... | 7½c | 7c |
| Double refined nitrate soda, granulated..... | 8½c | 8½c |
| Carload lots: | | |
| Double refined saltpetre, granulated..... | 6½c | 6c |
| Double refined nitrate soda, granulated..... | 8½c | 8½c |

DRESSED POULTRY.

FRESH KILLED.

| | |
|---|--------|
| Fowls—fresh—dry packed—12 to box: | |
| Western, 60 to 65 lbs. to dozen, lb..... | 27 @29 |
| Western, 48 to 54 lbs. to dozen, lb..... | 26 @29 |
| Western, 43 to 47 lbs. to dozen, lb..... | 25 @28 |
| Western, 36 to 42 lbs. to dozen, lb..... | 24 @27 |
| Western, 30 to 35 lbs. to dozen, lb..... | 23 @25 |
| Fowls—fresh—dry packed, milk fed—12 to box: | |
| Western, 60 to 65 lbs. to dozen, lb..... | 30 @31 |
| Western, 48 to 54 lbs. to dozen, lb..... | 30 @31 |

| | |
|--|--------|
| Western, 43 to 47 lbs. to dozen, lb..... | 29 @30 |
| Western, 36 to 42 lbs. to dozen, lb..... | 28 @29 |
| Western, 30 to 35 lbs. to dozen, lb..... | 26 @27 |

| | |
|--|--------|
| Fowls—fresh—dry packed—barrels—fair to good: | |
| Western, 5½ lbs. and over, lb..... | 26 @27 |
| Western, 5 lbs., lb..... | 26 @28 |
| Western, 4½ lbs., lb..... | 26 @28 |
| Western, 4 lbs., lb..... | 26 @28 |
| Western, 3½ lbs., lb..... | 24 @26 |
| Western, 3 lbs. each and under, lb..... | 22 @24 |

| | |
|-------------------------------------|--------|
| Ducks— | |
| Long Island, bbls., No. 1, lbs..... | 24 @25 |

| | |
|---|------------|
| Squabs— | |
| White, 12 lbs. to dozen, per dozen..... | 6.50@ 7.50 |
| White, 10 lbs. to dozen, per dozen..... | 5.50@ 6.00 |
| Culls, per dozen..... | 1.00@ 2.00 |

LIVE POULTRY.

| | |
|--|--------|
| Broilers, colored, large, via express..... | @50 |
| Ducks, Long Island, spring..... | @26 |
| Turkeys, via express..... | 25 @30 |
| Geese, swan, via freight or express..... | @10 |
| Pigeons, per pair, via freight or express..... | @45 |
| Guineas, per pair, via freight or express..... | @65 |

BUTTER.

| | |
|--|---------|
| Creamery, extras (92 score)..... | @41½ |
| Creamery, firsts (90 to 91 score)..... | @41½ |
| Creamery, seconds..... | 38½@39½ |
| Creamery, lower grades..... | 37 @38 |

EGGS.

| | |
|------------------------|---------|
| Extras, per dozen..... | 34½@35 |
| Extra firsts..... | 33 @33½ |
| Firsts..... | 32 @32½ |
| Checks..... | 28 @29 |

FERTILIZER MATERIALS.

BASIS NEW YORK DELIVERY.

Ammoniates.

| | |
|--|--------------|
| Ammonium sulphate, bulk, f. o. b. works, per 100 lbs..... | @2.65 |
| Ammonium sulphate, double bags, per 100 lbs. f.a.s., New York..... | @2.80 |
| Blood, dried, 15-16%, per unit..... | @3.60 |
| Fish scrap, dried, 11% ammonia, 15% B. P. L., bulk, f. o. b. fish factory..... | 4.00@10c |
| Fish guano, foreign, 13@14% ammonia, 10% B. P. L..... | 4.50 and 10c |
| Fish scrap, acidulated, 6% ammonia, 8% A. P. A., f.o.b. fish factory..... | 3.50@50c |
| Soda Nitrate, in bags, 100 lbs. spot..... | @2.55 |
| Soda Nitrate, in bags, June..... | 2.50@2.52½ |
| Tankage, ground, 10% ammonia, 15% B. P. L. bulk..... | 3.40@10c |
| Tankage, unground 9-10% ammonia..... | 3.00 and 10c |

Phosphates.

| | |
|---|--------|
| Bone meal, steamed, 3 and 50 bags, per ton..... | @35.00 |
| Bone meal, raw, 4½ and 50 bags, per ton..... | @37.00 |
| Acid phosphate, bulk, f.o.b. Baltimore, per ton, 16%..... | @10.10 |

Potash.

| | |
|---|--------|
| Kalmit, 12.4% bulk, per ton..... | @ 7.75 |
| Manure salt, 20% bulk, per ton..... | @10.25 |
| Muriate in bags, basis 80%, per ton..... | @32.75 |
| Sulphate in bags, basis 80%, per ton..... | @44.00 |

BUTTER AT FOUR MARKETS.

Wholesale prices of 92 score butter at Chicago, New York, Boston and Philadelphia for week ending May 21, 1925:

| | May | 15 | 16 | 18 | 19 | 20 | 21 |
|-------------------|-----|-----|-----|-----|-----|-----|-----|
| Chicago..... | 41½ | 41½ | 41½ | 40½ | 40½ | 40½ | 40½ |
| New York..... | 44 | 44 | 44 | 42½ | 41½ | 41 | 41 |
| Boston..... | 43½ | 43½ | 43½ | 42½ | 42 | 42 | 42 |
| Philadelphia..... | 45 | 45 | 45 | 43½ | 43 | 42 | 42 |

Wholesale prices of carlots—fresh centralized butter—90 score at Chicago.

| | 41 | 41 | 41 | 40½ | 40½ | 40½ |
|--|----|----|----|-----|-----|-----|
|--|----|----|----|-----|-----|-----|

Receipts of butter by cities (tubs):

| | This week. | Last week. | Last year. | —Since Jan. 1—1925. |
|-------------------|------------|------------|------------|---------------------|
| Chicago..... | 53,804 | 54,658 | 51,639 | 1,113,444 |
| New York..... | 66,157 | 51,797 | 59,033 | 1,181,125 |
| Boston..... | 23,329 | 19,919 | 21,768 | 386,850 |
| Philadelphia..... | 17,900 | 11,884 | 17,728 | 323,905 |

Total161,190 138,258 150,158 2,985,523 3,145,188

Cold storage movement (lbs.):

| | In May 21. | Out May 21. | On hand Same week last yr. |
|-------------------|------------|-------------|----------------------------|
| Chicago..... | 165,897 | 11,812 | 1,246,725 |
| New York..... | 90,380 | 15,122 | 1,710,289 |
| Boston..... | 63,940 | 9,261 | 2,613,977 |
| Philadelphia..... | 18,140 | 1,530 | 209,625 |
| Total..... | 338,157 | 37,725 | 2,164,413 |

A TRIP through the JAMISON PLANT

Scene No 6

DOUBLE SEALS of CONTACT



Two More Reasons for Less Door Trouble After You Put Jamisons on the Job

A COOLER DOOR that isn't air tight—might as well be a screen to keep out the flies. That's the reason you find *two* seals of contact in every Jamison Door, *instead of one.*

When you buy a cooler door you pay for a big, strong, heavy door that is 5 or 6 inches thick—and *well insulated.*

What folly then to skimp on the seals of contact. What good is the finest insulation inside the door, if the air circulates all around it?

Understand, it costs US more money to give you two seals—because in addition to the extra seal itself, there must be a heavier frame; beveled jams, which necessitates beveling the edge of the door to correspond; and the rabbit strip must be extra heavy and very securely put on.

BUT—that all adds to the life of the door,

just as the two seals of contact add to its efficiency.

And the nice part of it is that on the strength of longer life and better service, we've been selling more doors than anyone else in the business. *So many more* that the increased volume actually enables us to absorb nearly all of the extra cost of manufacturing—*ourselves.*

In other words, you get two seals of contact in a Jamison Door at just about the cost of *one* in other doors.

Our list of 15,000 customers—repeaters a lot of them—includes the big users of cold storage all over the world. Recently, we got out a book showing photos of installations that are really impressive. Write me and I'll see that you get a copy.

J. Jamison Jr.
President

Jamison Doors

JAMISON COLD STORAGE DOOR COMPANY
HAGERSTOWN, MARYLAND, U. S. A.

United Dressed Beef Company J. J. Harrington & Company

CITY DRESSED BEEF, LAMB AND VEAL

Packer Hides, Oleo Oils, Stearine, Cracklings,
Stock Food, Tallows, Horns, and Cattle
Switches, Pulled Wool and Pickled Skins

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PHILADELPHIA SCRAPPLE IN SEASON
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1925

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and
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PITTSBURGH, PA.

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Brand

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Cuts



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APPETIZING FOODS

ALLIED PACKERS

INCORPORATED

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CANADIAN PACKING COMPANY PLANTS

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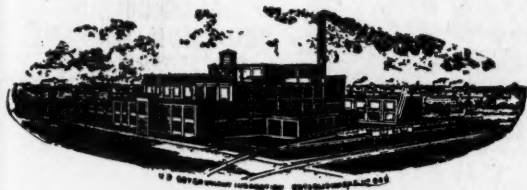
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Baltimore, Md.

HEIL PACKING CO.

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Complete Line of Pork Products **Hams, Bacon, Lard**



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LARD
AND
SAUSAGE

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PACKERS**

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HARRISBURG, PA.
PITTSBURGH, PA.
BALTIMORE, MD.
WASHINGTON, D. C.
LOS ANGELES
SAN FRANCISCOFrom the very Center of the
Hog Belt of IowaLocated as we are, in the center of the corn and
hog belt of Iowa, enables us to put into**Decker's
IOWA
Pork Products**that delicious tenderness and flavor for which
Iowa Porkers have become world-famed, and
there's the secret of the supreme goodness of
Decker's Iowana Hams, Bacon and pure leaf lard.We solicit inquiries from carload buyers
of all green and cured cuts.**JACOB E. DECKER & SONS**
MASON CITY IOWA**ARBOGAST & BASTIAN COMPANY**

WHOLESALE SLAUGHTERERS OF

CATTLE, HOGS, SHEEP AND CALVES**MEAT PACKERS and PROVISION DEALERS**

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Columbus Packing
Company****Pork & Beef Packers**

Columbus, Ohio •

Seven Schenk Bros., Managers

Brightwood**COOKED HAMS**

None Better

SPRINGFIELD**PROVISION COMPANY**

BRIGHTWOOD, MASS.

HATELY BROTHERS COMPANY
CHICAGO**PURE LARD AND MEATS FOR EXPORT****GREENWALD PACKING CORPORATION**
BALTIMORE, MD.*Dependable Brand Products*Beef Lamb Veal Sausage
Cooked Hams Chipped Beef Lard Cooked Tongues**HETZEL & COMPANY****PACKERS**

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The Layton Company*Pork Packers & Curers
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Guaranteed Pure Lard
Quality Our Hobby for 80 Years
Milwaukee, Wisconsin.**NORTH PACKING & PROVISION CO.**

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Hams, Bacon and Lard Known Since 1873 BRIDGEPORT, PA.**John P. Squire & Company**

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Classified Index of Advertisers

For Alphabetical Index See Page 65

Air Conditioning Equipment

Atmospheric Conditioning Corp.
Browne, Milton W.

Anhydrous Ammonia

Armour and Co.
Mathieson Alkali Works, Inc.

Architects and Engineers

Anders & Reimers
Burt & Co., M. P.
Gardner & Lindberg
Henschien & McLaren
Packers' Architectural & Engineering Co.
Pine & Munnecke Co.

Attorneys

Dashew, Leon
Dempsey, Frank L.

Bags (Meat)

Wynantskill Mfg. Co.

Baskets (Delivery)

Anderson Box & Basket Co.
Backus Jr. Sons, A.

Baskets (Steel)

Dubuque Steel Products Co.

Boilers (Steam)

Gem City Boiler Co., The

Bones and Waste (Buyers)

Horn & Supply Co.

Boric Acid and Borax

Pacific Coast Borax Co.

Boxes (Wirebound)

General Box Co.

Boxes (Wooden)

Armour and Company
General Box Co.
National Box Co.

Branding Irons

Everhot Mfg. Co.
Schneider Mfg. Co., Geo. J.

Brokers

Carter, Fred B.
Cross, Roy, Eberhart & Harris
Davidson Commission Co., The
Dyer, Arthur
Flash Co., The Edward
Geck, Inc. D.
Hale Co., H. P.
Hanley & Sons, T. E.
Harker & Co., Inc., Mason
Jackle, Geo. H.
Knowles, James
Kouterick, Chas. D.
Packinghouse By-Products Co.
Riley, Jr., C. W.
Rogers, F. C.
Vincent & Co.

Calcium Chloride

Solvay Process Co.

Cans (Lard)

American Can Co.
Brecht Co., The
Enterprise Stamping Co.
Heekin Can Co.
United States Can Co.
Wheeling Can Co.

Cans (Meat)

American Can Co.

Cartons

National Carton Co.
Sutherland Paper Co.

Casings (Sausage)

American Casing Co.
Armour and Company
Bechstein & Co.
Berg Casing Co., J. H.
Borchmann & Stoffregen
Brand & Sons, M.
Brecht Co., The
British Casing Co.
California By-Products Co.
Casings Produce Co.
Consolidated By-Products Co.
Early & Moor, Inc.
Ettlinger & Co., Inc., M.
Independent Casing & Supply Co.
Irish Casing Co.
Levi & Co., Inc., Berth.
Levi & Co., Harry
Los Angeles Casing Co.
Massachusetts Importing Co.
Neely, Roy L.
New York Butchers' Supply Co.
Oppenheimer & Co., S.
Oppenheimer Casing Co.
Patent Casing Co.
Schweishelmer & Fellerman

Casks (Curing)

Bott Bros. Mfg. Co.

Cheese (Mfgs.)

Brookshire Cheese Co.
Hoffman Co., Inc., J. S.

Chemicals

Battelle & Renwick
Mathieson Alkali Works, Inc.
Nitrate Agencies Co.
San Francisco Salt Refinery

Chemists

Chemical & Engineering Co.
Hall, Lloyd A.

Cleansing Materials

Armour and Co.
Swift & Co.

Containers (Fibre)

American Can Co.

Containers (Ham)

Allbright-Nell Co.
Ham Boiler Corp.

Containers (Paper)

Sutherland Paper Co.

Containers (Steel)

Dubuque Steel Products Co.

Containers (Sausage)

Mono Service Co.

Containers (Wooden)

National Woodenware Co.
General Box Co.

Cooking Containers

Ham Boiler Corp.

Cooler Doors

Jamison Cold Storage Door Co.

Crushing Machinery

Easton Engineering & Machine Co.
Stedman Foundry & Machine Works
Mechanical Manufacturing Co., The
Williams Patent Crusher & Pulv. Co.

Curing Equipment

Broz Joint Aerator

Curing Materials

Battelle & Renwick
Diamond Crystal Salt Co.
Laudenslager, Inc., J. K.
Nitrate Agencies Co.
San Francisco Salt Refinery

Cutlery

Chatillon & Sons, John

Doors (Cold Storage)

Cincinnati Butchers' Supply Co., The
Jamison Cold Storage Door Co.
Stevenson Cold Storage Door Co.

Drums (Lard)

American Can Co.
Dubuque Steel Products Co.
Enterprise Stamping Co.
United States Can Co., The
Wheeling Can Co.

Elevators (Steam Hydraulic)

Ridgway & Son Co., Craig

Evaporators

Swenson Evaporator Co.

Expellers (Cracking)

Anderson Co., V. D.
Mechanical Manufacturing Co., The

Flooring Materials

Johns-Manville Co.

Gas Reducers

Hill Mfg. Co.

Ham Boilers

Ham Boiler Corporation
Packers Machinery & Equipment Co.

Hair (Hog)

Wilkins Bros.

Hides and Calfskins

Kohn, Inc., Emil

Hog Dehairing Machinery

Allbright-Nell Co., The
Brecht Co., The
Cincinnati Butchers' Supply Co., The
Kramer, L. A.

Ice Making Machinery

Frick Co.
York Manufacturing Co.

Insulating Materials

Johns-Manville, Inc.
United Cork Cos.
Wicke & Co., A. C.
Livezey, John R.

Insulation (Cork)

Cork Import Corp.
United Cork Co.

Killing Equipment

Allbright-Nell Co., The
Cincinnati Butchers' Supply Co., The
Mechanical Manufacturing Co., The

Lard Refining Machinery

Allbright-Nell Co., The
Brecht Co., The
Cincinnati Butchers' Supply Co., The
Mechanical Manufacturing Co., The

Meat Packers

Allied Packers, Inc.
Arbogast & Bastian Co.
Armour and Co.
Arnold Bros., Inc.
Boyd, Lunham & Co.
Brennan Packing Co.

Meat Packers (Continued)

Burnette Co., C. A.
Chicago Packing Co.
Columbus Packing Co., The
Consolidated Dressed Beef Co.
Corkran, Hill & Co.
Cudahy Packing Co., The
Danahy Packing Co.
Decker & Sons, Jacob E.
Denholm Bros. & Co., J. M.
Dold Packing Co., Jacob
Dunlevy-Franklin Co.
Durr Packing Co.
East Side Packing Co.
Felin & Co., Inc., John J.
Greenwald Packing Co.
Guggenheim Bros.
Hammond & Co., G. H.
Hately Bros. Co.
Hell Packing Co.
Hetzl & Co.
Hornel & Co., George A.
Independent Packing Co.
International Provision Co.
Kahn's Sons Co., The E.
Keane Co., T. T.
Kern, Inc., George
Klingan & Co.
Krey Packing Co.
Layton Co., The
Levi & Co., David
McMillan Co., J. T.
Manaster & Bro., Harry
March Packing Co., A. H.
Mayer & Co., Oscar
Miller & Hart
Morrell & Co., John
Morris & Co.
North Packing & Provision Co.
Omaha Packing Co.
Pfaffler & Sons, Inc., Louis
Pittsburgh Provision & Packing Co.
Rath Packing Co.
Rohe & Brother.
St. Louis Independent Packing Co.
Schroth Packing Co., J. & F.
Schluderberg Wm., T. J. Kurdie Co.
Shafer & Co.
Sinclair & Co., Ltd., T. M.
Springfield Provision Co.
Squire & Co., John P.
Stahl, Inc., Otto
Stern & Sons, Joseph
Sullivan Packing Co.
Superior Packing Co.
Swift & Co.
Theurer-Norton Provision Co., The
United Dressed Beef Co.
Vissman & Co., Inc., C. F.
Vogt & Sons, Inc., F. G.
Wilmington Provision Co.

Motor Trucks

Autocar Co., The
Ford Motor Co., The
General Motors Truck Co.
International Harvester Co. of America

Motors (Electric)

Fairbanks, Morse & Co.
Westinghouse Electric & Mfg. Co.

Oil Refiners (Animal)

United Dressed Beef Co.

Oils (Cooking)

Aspegren & Co., Inc.
Blanton Co., The

Oils (Vegetable)

Aspegren & Co., Inc.
Blanton Co., The
Procter & Gamble Co., The
Oleomargarine Manufacturers
Blanton Co., The
Hammond Co., G. H.
Swift & Co.

Order Buyers (Livestock)

Bangs, Berry & Terry
Kennett-Murray
Knight & Sons, Henry
Murphy Co., J. W.
Schwartz-Feaman-Nolan Co.
Whiting & McMurray

Packinghouse Equipment

Allbright-Nell Co.
Best & Donovan
Brand & Sons, M.
Brecht Co., The
Cincinnati Butchers' Supply Co., The
Globe Co., The
Gloekler Co., Bernard
Kaeslin Bros.
Mechanical Mfg. Co., The
Nell & Co., B. F.
Packers Machinery & Equipment Co.

Paint

Sargent Paint Co., Harry

Paper (Wrapping)

Du Pont De Nemours Co., E. I.
Kalamazoo Vegetable Parchment Co.
Paterson Parchment Paper Co.

Presses (Lard and Tankage)

Berrigan, J. J. & Son

Presses (Expeller)

Anderson Co., V. D.

Presses (Filter)

Perrin & Co., Wm. R.

Presses (Hydraulic)Berrigan, J. J., & Son
Dunning & Boschert Press Co.
Hydraulic Press Mfg. Co., The
Southwark Foundry & Machine Co.
Thomas-Allbright Co.**Provisioners**Allied Packers, Inc.
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Conron Bros. Co.
Dold Packing Co., Jacob
Loeb, Daniel
Swift & Co.**Pumps**

Davidson Co., M. T.

Refrigerating MachineryArctic Ice Machine Co.
Brecht Co., The
Frick Co.
Vilter Mfg. Co., The
York Manufacturing Co.**Renderers**

Consolidated Rendering Co.

Rendering MachineryAcme Engineering Co.
Allbright-Nell Co., The
American By-Products Machinery Co.
Anderson Co., V. D.
Bannon Co., Ltd., The
Berrigan & Son, J. J.
Cincinnati Butchers' Supply Co., The
Kalamazoo Boiler Co.
Mechanical Mfg. Co., The
Southwark Foundry & Machine Co.**Retainers (Ham)**Allbright-Nell Co., The
Ham Boiler Corp.**Salt**

Diamond Crystal Salt Co.

Salt (Smoked)

Smoked Products Co.

Sausage Flour

Griffith Laboratories, The

Sawdust

Sawdust Sales Co.

Sausage MakersArmour and Co.
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Mutual Sausage Co.**Sausage Making Machinery**Cincinnati Butchers' Supply Co., The
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Fairbanks Morse & Co.
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Packers Machinery & Equipment Co.
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Thomson & Taylor Co.
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Kalamazoo Tank & Silo Co.

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Skipworth, E. W.

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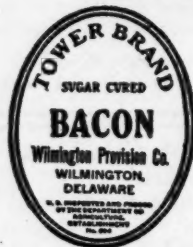
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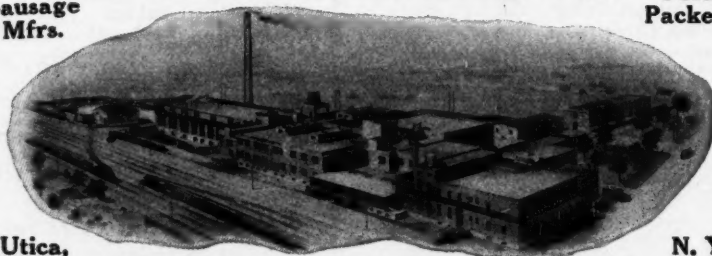
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For sale, small packing house, doing good business, fine location. Three coolers, ice machine, city water, rendering outfit, house, barn and land, electric lights. Everything in A1 condition. Golden opportunity, \$25,000, part payment down. J. L. Hill Packing Co., Inc., Sherburne, N. Y.

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For sale, small, modern packing plant working up to capacity. Reason for selling, too big for owner. FS-898, The National Provisioner, Old Colony Bldg., Chicago, Ill.

Business Opportunities

Chance for Packer with Capital

Old established packing company in Pacific Northwest, splendidly equipped with new and modern plant and U. S. government inspection, with fine territory for raw material and finished product, could use \$100,000 to \$150,000 for expansion purposes. Executive position could be arranged for competent party with required capital. W-792, The National Provisioner, 15 Park Row, New York City.

**If you are looking for a job,
man, position, plant or machinery
or wish to sell anything—list
your wants here.**

Equipment for Sale

Fat Melters For Sale

For sale, two Wannenwetsch fat melters, in good condition. Size 5x8 feet. Quaker Soap Co., Secaucus, N. J.

Rendering Equipment For Sale

Five cast iron fifty gallon kettles, steam jacketed for pressure. Suitable for any kind of rendering or cooking. Will sell one or all. Price reasonable. New Process Soap Co., P. O. Box 656, San Diego, Calif.

Dryer and Melter

For sale, dryer and melter, 5 ft. dia. and 16 ft. long; cut gears; 4 ton capacity; belt or motor drive. Price F.O.B. cars, \$2,500. New, never used. Industrial Iron Works, Jersey City, N. J.

Duplex Ice Compressor

For sale, York 45-ton steam driven duplex ice compressor, just removed from a brewery on account of prohibition. \$800 on cars. Also three 35-ton machines, same as above, \$750.00 each. Charles S. Jacobowitz, 1382 Niagara Street, Buffalo, N. Y.

Dry Melter For Sale

For sale, 6,000-lb. capacity dry melter, 4 ft. by 12 ft., cut gear, belt drive, shell and over-head charging arrangement. New. Industrial Iron Works, 349 Van Horne Street, Jersey City, N. J.

Equipment Wanted

Want Dry Rendering Outfit

Wanted, a small dry rendering outfit—crusher, melter, hasher and curb press. W-903, The National Provisioner, Old Colony Bldg., Chicago, Ill.

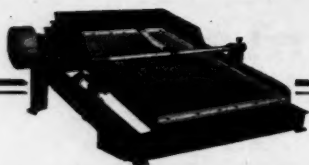
Fertilizer Dryer

Fertilizer dryer wanted. Must be rotary type with entire shell revolving. Large size preferred. Must be in good condition. State lowest cash price and where can be seen. W-900, The National Provisioner, 15 Park Row, New York City.

Want Silent Cutter

Wanted to buy, a 200 pound silent cutter, either belt or motor driven. Must be in good condition. Schultz and Miller, 3451 Giles Avenue, Chicago, Ill.

**A Guide for the
Buyer on
pages 60 and 61**



Stedman's Rock-Shake-Tap Screen

*"The Screen You Needn't
Clean"*

Ask for Bulletin 113

Stedman's Foundry & Machine Works

Founded 1834

Aurora, Indiana

New York Office

American By-Products Machinery Co.
26 Cortlandt St., New York.

Money Goes up in Smoke—

—when you generate steam
in excess of your require-
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Why hitch up a big boiler to
a little job through yards of
expensive piping, when the
GEM FLUELESS BOILER, in sizes from
1½ to 30 h.p., will produce the power you
need for that specific and isolated plant
operation?

Be Wise—Economize!

Send for Bulletin 624 describing this Flueless Boiler

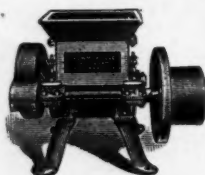
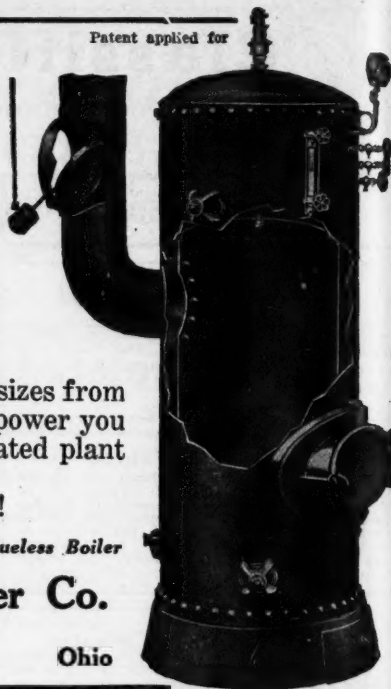
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3

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Dayton

Ohio



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No. 14

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Crusher**

for Fertilizer
Manufacturers

A very durable machine to be
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Dry Rendering Process

to crush beef scrap, crack-
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Capacity 10,000 to 14,000 lbs. per hour,
weight 3,000 lbs., 30 horse power also
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Write for catalog and prices

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Successor to Wilson Brothers

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Dept. N

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Two Column Quick Acting Presses

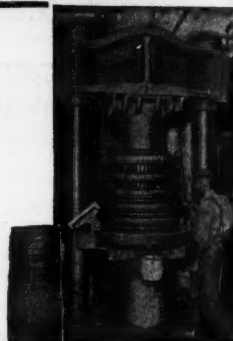
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FOUNDRY AND MACHINE CO.
PHILADELPHIA, PA.

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Akron, O.

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Hydraulic Presses

FOR

**TANKAGE, LARD, TALLOW
SHEEPSKINS and LEATHER**

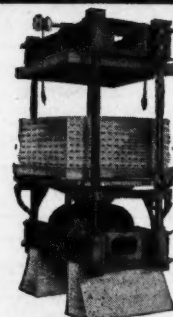
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Goshen, Indiana

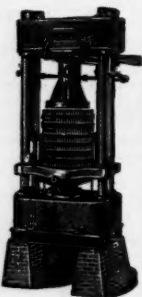


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RENDERING TANKS AND
BY-PRODUCT MACHINERY**

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being 8 to 10 grammes. The quantity of Boric Acid in the ash of vine leaves is only
about 0.7 grammes per kilo.

"The ash of fruits, whether of the flesh or of the stone, is rich in Boric Acid, the
proportion of Boric Acid varying between 1.50 and 6.40 grammes per kilo of ash.

"The same can be said of the fucus, plantain leaves, wormwood tops, chrysanthemum
flowers, onions, the amount varying from 2.10 grammes to 4.60 grammes per
kilo of ash."

Leibrich says that "Boric Acid is not only non-poisonous; it is a normal con-
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The above demonstrates that Boric Acid is consumed in eating these fruits
and vegetables without injury to the human system.

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Chicago

100 William St.
NEW YORK

Wilmington, Calif.

Alphabetical Index to Advertisers

Classified Index to Advertisers on pages 60 and 61.

| | | | | | |
|--|-----------|--|-----------|---|----|
| A —Acme Engineering Co. | — | Hormel & Co., Geo. A. | 59 | T —Taylor Instrument Co. | — |
| Alroblast Corporation. | — | Horn & Supply Co. | 61 | Theurer-Norton Provision Co. | 57 |
| Allbright-Nell Co., The. | 5 | Hydraulic Press Mfg. Co., The. | 18 | Thomas-Allbright Co. | 64 |
| Allied Packers, Inc. | 55 | | | Thomson & Taylor Co. | 17 |
| American By-Products Machinery Co. | 64 | | | Toledo Scale Co. | — |
| American Can Co. | — | I —Independent Casing & Supply Co. | 14 | | |
| American Casing Co. | 14 | Independent Packing Co. | 54 | U —United Cork Companies. | 12 |
| American, Schaefer & Budenberg Corp. | — | International Harvester Co. of America. | — | United Dressed Beef Co. | 54 |
| Anders & Reimers. | 44 | International Provision Co. | 58 | United States Can Co. | 8 |
| Anderson Co., The V. D. | 4 | Irish Casing Co., The. | 14 | United Steel & Wire Co. | 13 |
| Anderson Box & Basket Co. | 8 | | | | |
| Arbogast & Bastian Co. | 56 | J —Jackie, Geo. H. | 61 | V —Vilter Mfg. Co., The. | 42 |
| Arctic Ice Machine Co., The. | 40 | Jamison Cold Storage Door Co. | 53 | Vincent & Co., Inc. | 61 |
| Armour and Company. | 20 | Johns-Manville Co. | — | Vissman & Co., Inc., C. F. | 56 |
| Arnold Bros., Inc. | 55 | | | Vogt & Sons, Inc., F. G. | 59 |
| Aspegren & Co., Inc. | 33 | K —Kaeslin Brothers. | 12 | | |
| Atmospheric Conditioning Corp. | — | Kahn's Sons Co., E. | 58 | W —Wheeling Can Co. | 11 |
| Autocar Co. | 3 | Kalamazoo Boiler Co. | 51 | Whiting & McMurray. | 36 |
| | | Kalamazoo Tank & Silo Co. | 17 | Wicke Mfg. Co., A. C. | 17 |
| B —Backus, Jr. & Sons, A. | 18 | Kalamazoo Vegetable Parchment Co. | 10 | Wilkins Bros. | 61 |
| Bangs, Berry & Terry. | 36 | Keane Co., T. T. | 58 | Williams Patent Crusher & Pulv Co. | — |
| Bannon Co. | 18 | Keeley, Thos. F. | 12 | Wilmington Provision Co. | 62 |
| Battelle & Renwick. | 1st cover | Kennett-Murray. | 37 | Woolson Spice Co. | 12 |
| Battle & Co., W. P. | 61 | Kern, Inc., George. | 55 | Wynantskill Mfg. Co. | 16 |
| Bechstein & Co. | 14 | Kingan & Co. | 56 | | |
| Bell Co., The Wm. G. | 49 | Knight & Sons, Henry. | 37 | | |
| Berg Casing Co., J. H. | 14 | Knowles, James. | 61 | Y —York Manufacturing Co. | 41 |
| Berrigan & Son, J. J. | 9 | Kohn, Inc., Emil. | 58 | | |
| Best & Donovan. | 13 | Kouterick, Inc., Charles D. | 19 | | |
| Blanton Company, The. | 32 | Koven & Brothers, L. O. | 19 | | |
| Borchmann & Stotfreg. | 14 | Kramer, L. A. | 18 | | |
| Bott Brothers Mfg. Co. | 18 | Krey Packing Co. | 59 | | |
| Boyd, Lunham & Co. | 54 | | | | |
| Brand & Sons, M. | 14 | L —Laudenslager, Inc., J. K. | 51 | | |
| Brecht Co., The. | 2nd cover | Layton Co., The. | 56 | | |
| Brecht Co., The. | 16 | Levi & Co., Inc., Berth. | 15 | | |
| Brennan Packing Co. | 62 | Levi & Co., David. | 58 | | |
| British Casing Co. | 16 | Levi & Company, Harry. | 14 | | |
| Brookshire Cheese Co., The. | — | Link Belt Co. | 10 | | |
| Browne, Milton W. | — | Livezey, John R. | 41 | | |
| Broz Joint Aerator. | 17 | Loeb, Daniel. | 61 | | |
| Burnette Co., C. A. | 59 | Los Angeles Casing Co. | 14 | | |
| Burt & Co., M. P. | 44 | | | | |
| | | M —McMillan Co., J. T. | 55 | | |
| C —California By-Products Co. | 14 | Manaster & Bro., Harry. | 54 | | |
| Callahan & Co., A. P. | 46 | March Packing Co., A. E. | 56 | | |
| Carter, Fred B. | 61 | Massachusetts Importing Co. | 14 | | |
| Casings Produce Co., Inc. | 16 | Mathieson Alkali Works, Inc. | 42 | | |
| Chattillon & Sons, John. | 8 | Mayer & Co., Oscar. | 62 | | |
| Chemical & Engineering Co. | 56 | Mechanical Mfg. Co. | 3rd cover | | |
| Chicago Packing Co. | — | Miller & Hart. | 58 | | |
| Cincinnati Butchers' Supply Co., The. | 7 | Mono Service Co. | 8 | | |
| Cleveland Kleen-Kut Mfg. Co., The. | 6 | Morrell & Co., John. | — | | |
| Columbus Packing Co., The. | 56 | Morris & Co. | 37 | | |
| Conron Bros. Co. | 58 | Murphy Co., J. W. | 37 | | |
| Consolidated By-Products Co. | 14 | Mutual Sausage Co. | 58 | | |
| Consolidated Dressed Beef Co. | 59 | | | | |
| Consolidated Rendering Co. | 58 | N —National Box Co. | 1st cover | | |
| Cork Import Corp. | 41 | National Carton Co. | 8 | | |
| Corkran, Hill & Co. | 54 | Neely, Roy L. | 27 | | |
| Cross, Roy, Eberhart & Harris. | 58 | Nell & Company, B. F. | 4 | | |
| Cudahy Packing Co., The. | 59 | New York Butchers' Supply Co. | 14 | | |
| | | Nitrate Agencies Co. | 17 | | |
| D —Danahy Packing Co. | 54 | North Packing & Provision Co. | 56 | | |
| Dashew, Leon. | — | | | | |
| Davidson Commission Co. | 44 | O —Omaha Packing Co. | — | | |
| Davidson Co., M. T. | — | Oppenheimer & Co., S. | 14 | | |
| Day Co., The J. H. | — | Oppenheimer Casing Co. | 14 | | |
| Decker & Sons, Jacob E. | 56 | | | | |
| Dempsey, Frank L. | 44 | P —Pacific Coast Borax Co. | 64 | | |
| Denholm Bros. & Co., J. M. | — | Packers Architectural & Engineering Co. | 44 | | |
| Diamond Crystal Salt Co. | — | Packers Machinery & Equipment Co. | 6 | | |
| Dold Packing Co., Jacob. | 57 | Packinghouse By-Products Co., Inc. | 61 | | |
| Dubuque Steel Products Co. | — | Patent Casing Co. | 15 | | |
| Dunlevy-Franklin Co. | 57 | Paterson Parchment Paper Co. | 17 | | |
| Dunning & Boschert Press Co., Inc. | 64 | Perrin & Co., Wm. R. | — | | |
| Du Pont De Nemours & Co., E. I. | — | Pfaelzer & Sons, Inc., Louis. | 59 | | |
| Durr Packing Co., C. A. | 62 | Pine & Munnecke Co. | 44 | | |
| Dyer, Arthur. | 51 | Pittsburgh Provision & Packing Co. | 54 | | |
| | | Powers Regulator Co., The. | 30 | | |
| E —Early & Moor, Inc. | 14 | Procter & Gamble Co., The. | 34 | | |
| East Side Packing Co. | 54 | | | | |
| Easton Engineering & Machine Co. | — | R —Rath Packing Co., The. | 59 | | |
| Enterprise Mfg. Co. of Pa., The. | 10 | Refrigerating World. | 65 | | |
| Enterprise Stamping Co. | — | Ridgway & Son Co., Craig. | 19 | | |
| Ettlinger & Co., Inc., M. | 14 | Riley, Jr., C. W. | 44 | | |
| Everhot Mfg. Co. | — | Rogers, F. C. | 61 | | |
| | | Rohe & Brother. | 1st cover | | |
| F —Fairbanks, Morse & Co. | 10 | | | | |
| Felin & Co., Inc., John J. | 54 | S —St. Louis Independent Packing Co. | 55 | | |
| Flash Co., The Edward. | 34 | San Francisco Salt Refinery. | 12 | | |
| Ford Motor Co. | — | Sander Mfg. Co. | 51 | | |
| Fort Worth Laboratories. | — | Sargent Paint Co., Harry G. | — | | |
| Frick Company. | — | Sausage Mold Corporation. | 1st cover | | |
| | | Sawdust Sales. | 14 | | |
| G —Gardner & Lindberg. | 44 | Schluderberg, T. J., Kurdle Co., The Wm. | 55 | | |
| Geck, Inc., D. | 61 | Schneider Mfg. Co., Geo. J. | 6 | | |
| Gem City Boiler Co. | 64 | Schroth Packing Co., J. & F. | 62 | | |
| General Box Co. | — | Schwartz-Feaman-Nolan Co. | 36 | | |
| General Motors Truck Co. | — | Schweishelmer & Fellerman. | 14 | | |
| Globe Co., The. | 18 | Shaffer & Co. | 62 | | |
| Gloekler Co., Bernard. | 18 | Sinclair & Co., Ltd., T. M. | 62 | | |
| Green Bay Foundry & Machine Works. | — | Skipworth, E. W. | 4 | | |
| Greenwald Packing Co. | 56 | Smith's Sons Co., John E. | — | | |
| Griffith Laboratories. | — | Smoked Products Co. | 17 | | |
| Guggenheim Bros. | 62 | Solvay Process Co., The. | — | | |
| | | Southwark Foundry and Machine Co. | 64 | | |
| H —Hale Co., H. P. | 61 | Springfield Provision Co. | 56 | | |
| Ham Boiler Corporation. | 13 | Squire & Company, John P. | 56 | | |
| Hammond Co., The G. H. | 57 | Stahl, Inc., Otto. | 62 | | |
| Hanley & Co., T. E. | 17 | Stedman's Foundry & Machine Works. | 64 | | |
| Harker & Co., Mason. | 61 | Stern & Sons, Joseph. | 59 | | |
| Hately Bros. Co. | 56 | Stevenson Cold Storage Door Co. | 40 | | |
| Heekin Can Co. | 66 | Sullivan Packing Co. | 55 | | |
| Hell Packing Co. | 55 | Superior Packing Co. | 58 | | |
| Henschien & McLaren. | 44 | Sutherland Paper Co. | — | | |
| Hetzel & Company. | 56 | Swenson Evaporator Co. | 24 | | |
| Hill Manufacturing Co. | 40 | Swift & Company. | 4th cover | | |
| Hoffman Co., Inc., J. S. | 62 | | | | |

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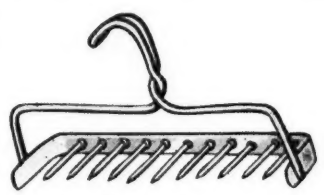
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CINCINNATI, OHIO

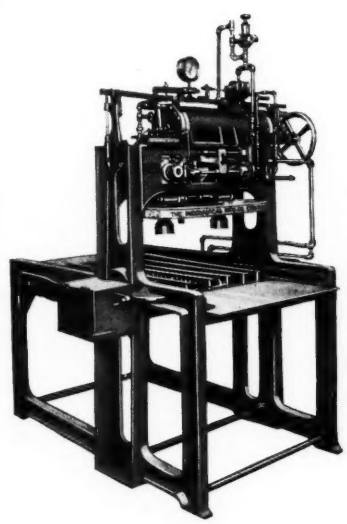
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Comb Bacon Hanger



Open Rendering Kettle No. 119. Steam jacketed with self-contained drive.



No. 3 Measuring and Filling Machine for Lard or Compound

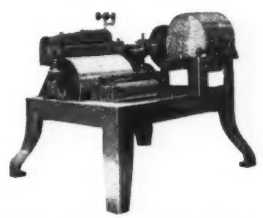
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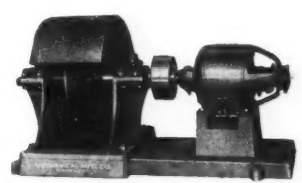
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Write us. Your inquiries will have our prompt attention.



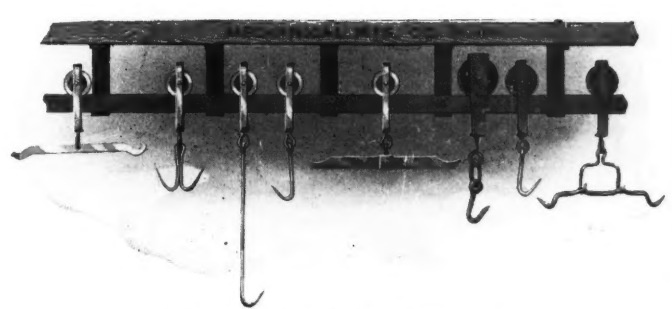
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Improved pig's foot cleaner No. 58 (motor driven). Capacity, 350 feet per hour.



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Trolleys—Beef, Hog, Calf and Sheep, No. 194

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"If It's for the Packinghouse—We Make It" Pershing Road and Loomis St., CHICAGO, ILL.



90



97



206



98



18



80



165



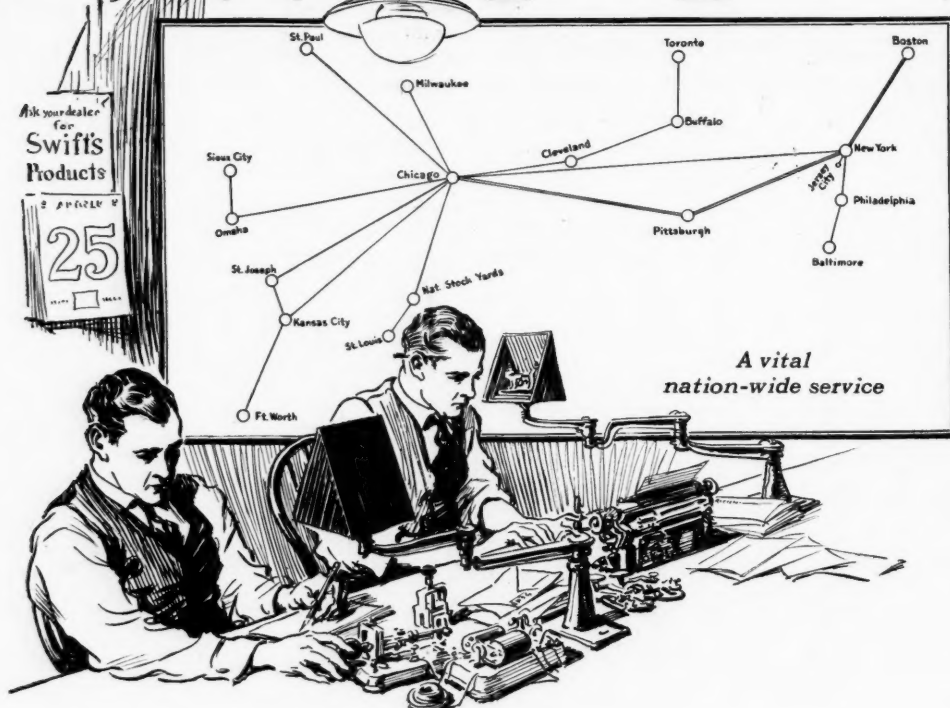
86



87

Our trucks are fabricated from No. 12 steel with all seams welded and then hot galvanized after being completely assembled.

SWIFT



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Yet day by day the meat from your animals has additional assurance of a market, because a vast network of copper wires binds together the nation-wide organization of Swift & Company.

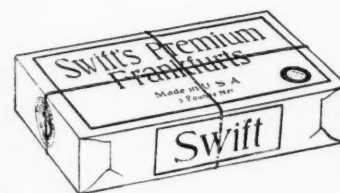
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